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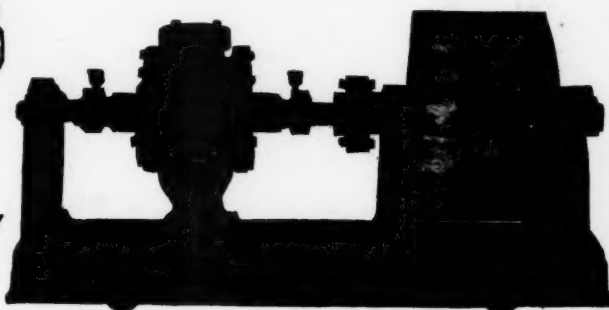
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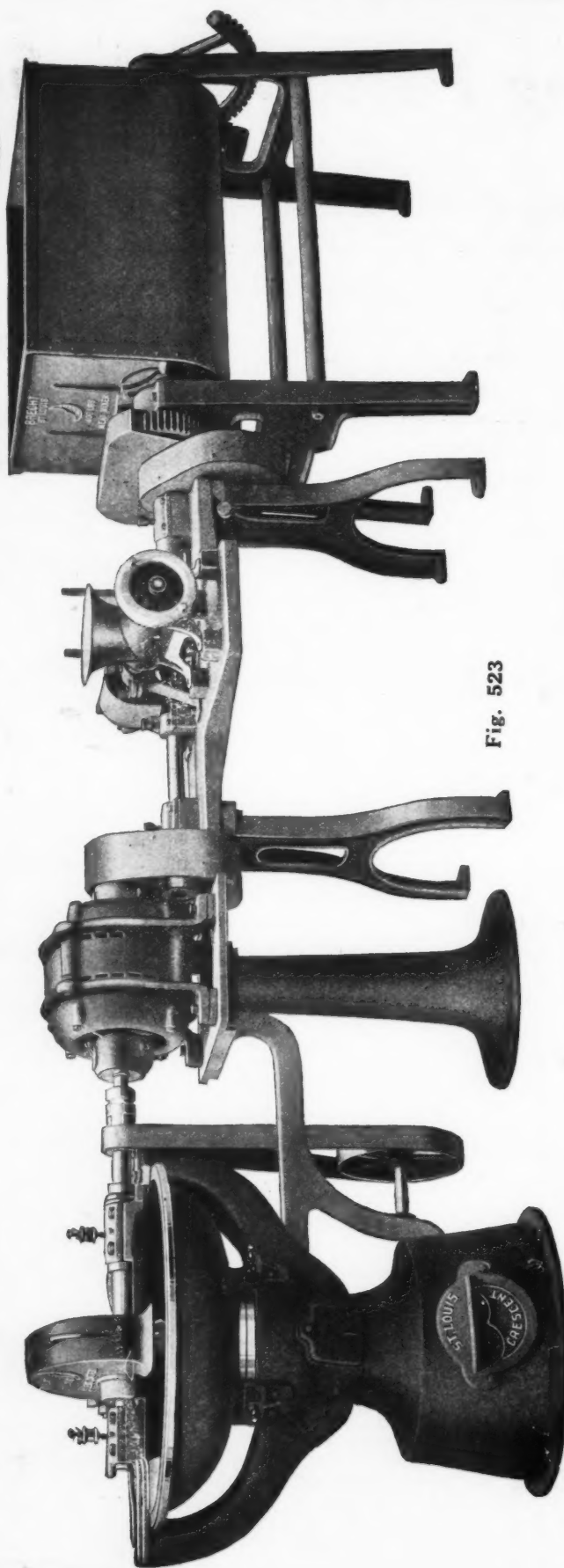


Fig. 523

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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

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Vol. 59

New York and Chicago, July 13, 1918

No. 2.

REGULATION OF STOCK YARDS.

Plans for regulation of stock yards and livestock commission interests throughout the country by the Government, under the terms of the President's proclamation taking over control, are now being worked out in Washington. A conference was held last week between Chief Brand of the Bureau of Markets, Dr. L. D. Hall and other experts of the Agricultural Department, and members of the subcommittees on livestock of the national advisory agricultural committee, at which suggestions concerning rules and regulations were made.

A notice sent out by those having this work in charge says: "For your information we are preparing copies tentative draft of regulations to be sent to interested parties generally with request for written suggestions which will be carefully considered before promulgation of regulations. Applications for license and instructions regarding same are about to be mailed to all stock yards commission men, order buyers and traders subject to license so far as their names are available to us, interested parties whose names may not be on mailing list should be advised to write for these applications."

ZONE MARKETING AT CHICAGO.

The U. S. Bureau of Markets says that the effectiveness of the zone system of livestock marketing inaugurated last December is bringing about a more equal distribution of daily receipts of livestock at the Chicago market, as indicated by the percentage of each week's receipts of cattle, hogs, sheep and total cars at this market each day of the week from March 11 to June 15, inclusive.

Instead of 70.2 per cent. of cattle marketed at Chicago during this fourteen-week period, arriving Mondays and Wednesdays, as was the case during the corresponding period of 1917, receipts of these two days were but 41.3 per cent. of the weekly totals. Cattle receipts on Tuesday and Thursday were only 22 per cent. of the weekly receipts a year ago, while in the period under review they constituted 46.2 per cent. of the weekly receipts. Friday, and even Saturday, says the Bureau, also have become more than merely nominal market days for cattle as a result of the workings of the zone system, 12.5 per cent. of the weekly cattle receipts during the period arriving on these "off days" as compared with 5.8 per cent. during the corresponding period in 1917.

The zone system, it is said, has resulted in

a more nearly equitable distribution of sheep and hog receipts.

The total car-lot movement indicates the effectiveness of the zone plan in equalizing the livestock movement at Chicago. During the fourteen weeks reviewed 41.6 per cent. of Chicago's cattle, hogs and sheep supplies arrived on Mondays and Wednesdays; 40.8 per cent. on Tuesdays and Thursdays, and 17.6 per cent. on Fridays and Saturdays. During the same week of 1917 the Monday and Wednesday supplies amounted to 63.1 per cent. of the weekly receipts, the Tuesday and Thursday runs 24.6 per cent., and the Friday and Saturday receipts 12.3 per cent.

WIRE CONTROL BILL REPORTED.

Defying the opposition, the Senate Interstate Commerce Committee again reported out the Government telegraph and telephone ownership bill on Tuesday without granting hearings to anyone interested, except that President Carlton, of the Western Union, made a statement in the morning. There was bitter criticism of the committee action by many Senators, but the majority of the committee holds fast to the argument that the bill should be hurried through the Senate, and that hearings were not necessary.

One of the big fights made upon the bill will hinge upon the supposition that the Postmaster General will be put in control. Desperate efforts will be made to change the bill, introduced by Senator Lewis of Illinois, so that a commission of present officials of wires will form the control instead of a cabinet "Secretary of Telegraph and Transportation," as the Senator suggested.

WOMEN AS MEAT INSPECTORS.

Inspectors in charge of meat inspection have been authorized by the Bureau of Animal Industry, United States Department of Agriculture, to select women as "assistants in meat inspection" at all stations where men are not available and where it is possible to utilize the services of women. Because of war conditions the bureau is experiencing difficulty in obtaining men as lay inspectors, and at a number of the larger stations women already have been employed as assistants.

"It has been demonstrated," says a Bureau of Animal Industry statement, "that they are able to do efficient work in supervising the shipment and the receipt of products, labeling, branding, assisting in the sausage, canning and oleo departments, and other similar duties."

MEAT SUPPLIES IN JUNE.

Official reports of receipts of livestock at six leading centers for the month of June show decreased cattle receipts of about 16,000 head at these six points. Hog marketing was 120,000 head more than for June a year ago. Sheep and lamb receipts were about 92,000 head more at these six markets. For the six months of the calendar year cattle receipts at six markets were about 730,000 head in excess of the same period of 1917. Hog marketing was about 1,200,000 head more, and sheep and lamb receipts were about 170,000 less.

Receipts for June, 1918, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	245,378	62,143	512,529	252,273
Kansas City	150,676	13,939	225,101	117,267
Omaha	118,897	*	284,860	116,791
St. Louis	113,427	*	223,335	68,312
St. Joseph	38,281	4,424	139,662	43,045
Sioux City	47,004	2,636	208,514	6,607

Tl. June, '18...	713,663	83,142	1,563,941	604,295
Pol June, '17...	729,236	72,311	1,474,926	512,337

Receipts for six months ending June, 1918:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,621,371	391,584	4,579,595	1,333,656
Kansas City	1,015,550	62,597	1,599,596	705,098
Omaha	867,994	*	2,036,542	1,049,506
St. Louis	565,824	*	1,690,540	184,550
St. Joseph	345,039	26,837	1,140,011	410,289
Sioux City	361,536	14,173	1,421,009	85,916

Tl. 6 mos., '18...	4,777,344	495,191	12,476,173	3,969,075
Tl. 6 mos., '17...	4,044,132	447,915	11,286,808	4,141,434

Slaughters at six points for June, 1918, and summarized as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	178,037	61,057	459,769	224,527
Kansas City	95,765	16,569	184,158	65,753
Omaha	81,535	*	205,067	89,183
St. Louis	86,369	*	132,900	57,794
St. Joseph	30,017	4,288	129,325	39,214
Sioux City	21,538	2,261	133,799	5,506

Tl. June, '18...	463,221	84,115	1,244,958	481,977
Tl. June, '17...	499,333	67,877	1,232,296	422,398

Slaughters for six months ending June, 1918:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,203,312	379,228	3,795,950	1,256,871
Kansas City	610,987	86,446	1,370,240	452,800
Omaha	417,223	*	1,419,994	664,221
St. Louis	454,562	*	1,120,462	165,353
St. Joseph	204,613	19,888	1,014,595	290,285
Sioux City	160,036	12,444	833,439	66,068

Tl. 6 mos., '18...	3,050,733	498,006	9,554,680	2,904,598
Tl. 6 mos., '17...	2,718,905	434,035	8,456,608	3,326,958

*Calves not separately reported.

Receipts of cattle, hogs, and sheep at 36 cities in June show increases over receipts in June, 1917, according to the monthly report just issued by the U. S. Bureau of Markets. The totals for the two years covering all the larger cities are: Cattle, June, 1918, 1,580,920; June, 1917, 1,544,299. Hogs, June, 1918, 2,596,619; June, 1917, 2,472,090. Sheep, June, 1918, 1,247,115; June, 1917, 1,042,235.

It is evident that cattle receipts at centers other than the six markets given above brought up the totals for June as shown here.

Are the Meat Packers Profiteers?

Are the packers profiteers?

This question was asked in large type in nearly 16,000 newspapers throughout the country on the morning of Monday, July 8. It was followed by a summary of the packers' answer to the question. They paid for this enormous amount of newspaper space, of course. It was the only way they could get the facts before such a public.

The statement was in answer to the widely heralded report of the Federal Trade Commission, given free space and freer editorial comment by thousands of newspapers the week before. The figures in that report the packers declare to be misleading, if not wrong, and the conclusions drawn without foundation in fact.

In their statement to the public, the five packing concerns mentioned by name in the Trade Commission's report deny flatly two main charges—those of profiteering and a monopoly of the market. They say they stand ready to prove their profits reasonable and necessary. As for monopoly, the government's own figures show that these packers account for only about one-third of the meat business of the country.

But let these accused packers speak for themselves. This is what they say:

Statement by the Five Packers.

The Federal Trade Commission in its recent report on war profits stated that the five large meat packers have been profiteering and that they have a monopoly of the market.

These conclusions, if fair and just, are matters of serious concern not only to those engaged in the meat packing business but to every other citizen of our country.

The figures given on profits are misleading and the statement that the packers have a monopoly is unsupported by the facts.

The packers mentioned in the report stand ready to prove their profits reasonable and necessary.

How Figures Were Made to Mislead.

The meat business is one of the largest American industries. Any citizen who would familiarize himself with its details must be prepared for large totals.

The report states that the aggregate profits of four large packers were \$140,000,000 for the three war years.

This sum is compared with \$19,000,000 as the average annual profit for the three years before the war, making it appear that the war profit was \$121,000,000 greater than the pre-war profit.

This compares a three-year profit with a one-year profit—a manifestly unfair method of comparison. It is not only misleading, but the Federal Trade Commission apparently has made a mistake in the figures themselves.

The aggregate three-year profit of \$140,000,000 was earned on sales of over four and a half billion dollars. It means about three cents on each dollar of sales—or a mere fraction of a cent per pound of product.

Packers' profits are a negligible factor in prices of live stock and meats. No other large business is conducted upon such small margins of profit.

Money Put Back in the Business.

Furthermore—and this is very important—only a small portion of this profit has been paid in dividends. The balance has been put back into the businesses. It had to be, as you realize when you consider the problems the packers have had to solve—and solve quickly—during these war years.

To conduct this business in war times, with higher costs and the necessity of paying two or three times the former prices

for live stock, has required the use of two or three times the ordinary amount of working capital. The additional profit makes only a fair return on this, and, as has been stated, the larger portion of the profits earned has been used to finance huge stocks of goods and to provide additions and improvements made necessary by the enormous demands of our army and navy and the Allies.

If you are a business man you will appreciate the significance of these facts. If you are unacquainted with business, talk this matter over with some business acquaintance—with your banker, say—and ask him to compare profits of the packing industry with those of any other large industry at the present time.

No Evidence to Prove Charge of Monopoly.

No evidence is offered by the Federal Trade Commission in support of the statement that the large packers have a monopoly. The Commission's own report shows the large number and importance of other packers.

The packers mentioned in the statement stand ready to prove to any fair-minded person that they are in keen competition with each other, and that they have no power to manipulate prices.

If this were not true they would not dare to make this positive statement.

Furthermore, government figures show that the five large packers mentioned in the report account for only about one-third of the meat business of the country.

Appeal to American Fairmindedness.

They wish it were possible to interest you in the details of their business. Of how, for instance, they can sell dressed beef for less than the cost of the live animal, owing to utilization of by-products, and of the wonderful story of the methods of distribution throughout this broad land, as well as in other countries.

The five packers mentioned feel justified in co-operating with each other to the extent of together presenting this public statement.

They have been able to do a big job for your government in its time of need; they have met all war-time demands promptly and completely and they are willing to trust their case to the fairmindedness of the American people with the facts before them.

ARMOUR AND COMPANY,
CUDAHY PACKING CO.,
MORRIS & COMPANY,
SWIFT & COMPANY,
WILSON & COMPANY.

WILSON & CO. TO ISSUE NEW STOCK.

It is announced that there will be a special meeting of stockholders of Wilson & Company on July 31 to carry out plans for a readjustment of the capital stock. It is proposed to authorize the issuance of 500,000 shares of common stock of no par value and 120,000 shares of cumulative 7 per cent preferred stock.

There is at present outstanding \$11,200,000 preferred stock, of which \$723,600 par value has been retired through the operation of the sinking fund, leaving \$10,476,400 of the preferred stock outstanding, the same amount which it is proposed to issue in the readjustment. There is outstanding \$20,000,000, par value \$100, of common stock.

The terms on which the new shares of the reorganized corporation will be issued are: One share of new preferred for each of old preferred stock and one share of common of no par value for each share of old common stock, par value \$100. The amount of capital with which the corporation will carry on its business will be \$32,000,000, the same as the present authorized capital.

The new arrangement will give the company 300,000 shares of common stock of no par value in its treasury for purposes of additional financing, if the board of directors elect to raise money through sale of common stock. The terms of the issue of this no par value common stock provide that the directors may issue and sell common stock of the reorganized corporation for such consideration of money, labor or property as shall be the fair market value of said shares, and the judgment of the board as to such values shall be conclusive.

The preferred stock will be entitled to cumulative dividends at the rate of 7 per cent, and all or any part of the issue will be subject to redemption at the option of the corporation at \$125 a share and accumulated dividends. The amount of preferred stock authorized can only be increased by affirmative vote of holders of at least two-thirds of both common and preferred stock outstanding. This appears to be a new provision, aside from which the preferences of the new preferred stock are substantially the same as those governing the old stock. The balance of the authorized common stock, when issued, will be offered pro rata to holders of the common stock.

MEAT SITUATION IN ITALY.

The food situation in Italy continues to be very grave. The shortage most conspicuous at present is that of meat. In order to cope with this shortage there have been in effect since May 15 three meatless days a week, and on Wednesday, Thursday and Friday of each week meat can neither be served in public eating places nor bought for home consumption. The price of meat rose tremendously the past spring, and beef is now ranging from 72 to 89 cents per pound, with veal from 66 to 79 cents a pound.

Signor Crespi, the Italian Minister of Food, in a recent address to the Italian Chamber of Deputies on the subject of the general food situation, said that although the Italian people had cut down their consumption of grain by 25 per cent. during the last year (and this, for a people which lives so largely on bread and macaroni, is a great reduction) the grain situation in June would be very difficult. He said that sugar was scarce and that if imports could not be increased there would have to be a reduction in distribution. As the ration of sugar in Milan in the month of May was only 3 ounces a week per person, it is hard to imagine a further reduction. The butter ration in Milan during the same month was 2 ounces a week per head.

Italy suffers very much from the reduction of her imports during the war. Her total imports in 1913 were 21,000,000 tons, while in 1917 they amounted to only 11,792,000. Italy has absolute need of at least 17,000,000 tons of imports a year, of which 5,500,000 must be food. A great part of that food must, of course, come from us.

HE WAS A SAUSAGE "FITTER."

A conscript, summoned for military service in England, claimed exemption on occupational grounds, describing himself as a butcher's fitter, says the London Meat Trades' Journal. Cross-examined by the recruiting officer, the man vouchsafed the explanation that he fitted sausages into their skins!

SALES PROMOTION IN PACKINGHOUSE FIELD

Business Points for Every Meat Packer to Think About

Written for The National Provisioner by A. C. Schueren.

Whenever the average business man is approached on the subject of sales management, advertising and modern business systems, we invariably hear him state that his business is "different." It may be all right for the other fellow, but you know his business is entirely different.

Many meat packers are not exceptions in this respect. They are skeptical about these "new fangled ideas," but if they would only study the sales methods used by competitors, they would soon discover that success is due to a great extent to the application of the underlying fundamental principles of business and management. And these fundamental laws apply to the small packer as well as to the large, and just the same as they do to the store or the corner.

Leading business men consider the Sales Department usually the most important, and as this article deals with this subject, let us first look at the underlying principles of sales promotion and sales management.

Broadly speaking, the entire overhead expense of the packing plant can be termed a selling cost, as the plant is conducted to slaughter or manufacture, the ultimate object in view being "to sell." However, when speaking of a sales department we have usually in mind the department which receives the finished products and is to sell them.

This sounds simple enough, and no doubt many a packer leaves this matter entirely to the salesmen. The modern business man or packer does not; he is either the sales manager, or he employs one.

What the Sales Manager is For.

Here again there is a great misconception on the part of quite a number of business men as to the exact meaning of the word sales manager. He is considered by many to be put there to drive the salesmen, to keep a lot of card indexes and to draw a salary. If he draws from the weekly payroll a hundred or may be two hundred dollars a week, there must surely be a good reason for it.

The very fact that many business houses do pay sales managers these salaries indicates that they must be worth it. We can best understand the methods of these managers when we apply them to the packinghouse, and look into the fundamental principles they work on. The duties of a sales manager may be briefly described as follows:

To increase sales and profit.

To create and keep in harmony the relation between the house, salesman and customer.

To increase sales, and ultimately make more profits, is naturally the object of every business man, and the sales manager when dealing with this subject will have to take into consideration: 1, the plant; 2, the customer; 3, the territory; 4, the salesman.

The Sales Manager and the Plant.

1. The Plant.—For the sake of illustration, let us assume that this article considers the average medium-size packinghouse, doing a yearly business of from a million to a million and a half dollars per annum,

and that the plant represents an investment of \$250,000. We will further assume that the sales are made on a 2½ per cent. net profit basis. In other words, this plant should show a clear profit of from \$25,000 to \$37,500 yearly. This estimate is surely conservative enough.

The relation of the sales manager to the plant is a very important one, for the success of his department depends a great deal upon the plant in back of him. If the owner, or the cost department, quotes him the selling price on a certain product, and he finds that his price is a cent or two higher than his competitors he will surely insist upon an investigation to find out the reason, and the result will be that either a department or the buyer is at fault.

This relates to a case of equal competition, as there is at times somebody lower than the other fellow, which, however, may be due to inferior quality of products.

In another part of this article we will deal more specifically with the "other fellow." However, the entrance of the sales manager has very often caused greater efficiency in the plant, for his success depends upon the perfect working and the efficiency of the packinghouse.

Furthermore, he will study the output of the plant and find out if the plant is working to the fullest capacity. Here is where he will apply one of underlying laws and principles of business. The writer believes that there are many plants in the country which do not work to the maximum of their capacity. It is up to the sales manager to create new markets and to find new trade.

What effect will this have upon profits? If the plant has enough cooling rooms and hanging space for 200 more hogs, it will mean additional profit. The investment is fixed, and it is the sales manager's duty to work the plant to the fullest capacity.

Let many packers ask themselves if their plants could not handle more hogs or cattle. Quite a few will answer in the affirmative, and ultimately ask where to sell them, providing they could handle them. In other words, it leads us back to selling and to the customer.

The Value of the Customer.

The Customer.—The great majority of the smaller packinghouses deal either direct or through their salesmen with the retailer, and he is their best customer. He is the one who will pay the dividends—the profits—and a wideawake sales manager considers him a very valuable asset. Here, again, he will apply another principle; he will find out how much the average customer is worth to his firm.

The writer often has had conversations with packers on this subject, and whenever he asked as to how much each store or customer was worth to him yearly in profits, they usually stated that they never looked it up, or paid any attention to it. When these same packers were asked about certain stocks and bonds they owned, they could tell very quickly the interest they were receiving. They pay prices high above par to get

securities which will yield them a steady dependable income. Isn't this the same with an account of a customer?

To be very conservative, let us assume that the average account of a retail customer is \$50 weekly. In other words, in total sales this account is worth \$2,600 per year. With net profit on sales this account is worth to the packer \$65 yearly. This estimate is based on a 2½ per cent. net profit basis. This is the main principle by which a sales manager or advertising man will be guided in securing new trade. It will show him how much money he can expend in order to get a new account.

It is well for many of the smaller packers to analyze their trade this way. Then they should ask themselves what they are doing to hold this account, because it is very advisable before going after new trade to take good care of what accounts they have. This leads us to the location of the customer.

How to Handle the Territory.

The Territory.—The same analysis as before should be applied here. In other words, let every small packer discover first what a territory is worth to him in dollars and cents.

The writer has very often asked a packer if he was getting his maximum out of a certain district covered by a salesman. They usually believed they did, but when asked to show actual proofs and facts they were not in a position to give them.

Supposing Salesman Jones has a territory which has one hundred customers. We will further base our facts upon average sales of \$50 weekly; in other words, this territory is worth to the packer in actual profits \$6,500 per year. Cannot this given district be made to yield a thousand or two more in profits? What facts should the packer have in order to know that he is getting the maximum out of it. This leads us to the analysis of the territory.

Packers who are not taking an inventory of their territory every little while—or those who have never given this matter their attention, but have left it entirely to their salesmen—will be surprised to discover that they are only going over the surface of the district. Let these packers look into it very deeply, and they will find that there are many more customers to be had.

This applies especially to larger cities where the packer himself may not know his trade well enough personally. Our large packers maintain special sales promotion departments to look after new trade, and to keep the good will of the old.

It is very simple to analyze a given territory. From business directories, telephone books, etc., one can very easily make up a list of all possible buyers in the district. He will naturally find some trade to which he does not care to sell on account of bad credits, etc. He will find others who for various reasons do not care to buy of him. He will furthermore find a number of whom he has never heard—in other words, new trade.

The next object is to discover the reason why the latter do not deal with him. If the salesman is not able to give a satisfactory explanation, the packer himself, his sales manager, or someone else with authority and a good salesman, should try to get

(Continued on page 33.)

PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

CURE AND SPICE CORNED BEEF.

A subscriber in New England writes as follows:

Editor, The National Provisioner:

Can you give me directions for a good cure for corned beef? Also directions for spicing.

A good corned beef cure may be effected as follows: Per 100 lbs. of meat use 8 lbs. of salt, 3 to 4 ounces of refined pulverized saltpeter, 2½ pounds of good brown sugar, and 4 gallons of water, preferably boiled all together, and cooled to around 38 degs. Fahr. before using. Cure in about three weeks; if to be kept longer repack and add 2 lbs. of salt per 100 lbs. meat.

To spice corned beef boil until nearly done, then add in a cloth bag 2 ozs. each of whole allspice, coriander, pepper and 1 ounce of cloves, and boil with the meat for half an hour.

MAKING GELATINE FOR MEATS.

A Canadian subscriber writes as follows:

Editor The National Provisioner:

Can you give us a formula for manufacturing our own gelatine for use in jellied meats?

Water in which any glutinous matter, such as calves' feet and heads, pigs' feet and heads, sinews, bones, etc., have been cooked, should be drawn through several thicknesses of cheesecloth to a steam-piped or jacketed vat or kettle while still hot, not allowing such water to cool off before processing for

gelatine. In this receptacle the water is cooked until every vestige of fat has been skimmed off. Then the remaining liquor should be passed through a filter again to an evaporating roll, or vacuum pan, and reduced to the desired consistency, when it may be drawn to molds, as is glue. It is allowed to "set," then cut and dried; or it may be drawn to pails and kept in a cold enough temperature until used.

The process is simple. The raw material should be thoroughly cleansed, and as free of lean meat as possible. All receptacles must be clean and the liquor at every stage of removal up to the time of going to the final evaporation should be thoroughly filtered.

LARD SUBSTITUTE FROM FISH OIL.

The shortage of edible fats, which has become a serious matter in Europe, is now being felt in this country, and any means by which such material can be produced from non-edible substitutes is an important contribution to the food supply. The Food Administration says a process by which this may be accomplished has apparently been worked out by an Oregon chemist who, in experiments with fish oil, has found that by treating it with hydrogen in a certain manner it is possible to produce both an oil and a solid substance closely resembling lard, both of which are entirely tasteless and odorless and may be used in cooking with no apparent trace of their origin.

A thorough cooking test of these materials was recently made by a demonstrator employed by the United States Bureau of Fisheries. After testing the oil and lard substitute in bread and pastry, as well as for frying, this demonstrator states that the results were practically the same as if lard or high-grade vegetable oil had been used. The report coming from the Pacific coast says that the materials have also been tested by

Government chemists with satisfactory results. Arrangements are being made to produce these materials on a commercial scale.

DOCKING OF PEANUT FED HOGS.

The practice of discriminating against hogs fed on peanut rice, polish and other feeds that produce soft flesh was begun at the Fort Worth market a little more than three years ago. The carcasses of hogs fed on these feeds are soft, oily and do not chill firm when put in refrigeration. Hogs offered for sale must be guaranteed to kill "hard," or be docked \$1 to \$2 per cwt. Hogs that are guaranteed are inspected after being cooled, and all soft carcasses are docked. The percentage of oily hogs varies with the season and is lowest from June to November inclusive, and highest from December to May inclusive, the average for the year being 23.7 per cent. The number of oily hogs is decreasing now on account of the high prices peanuts are bringing on the market.

GLYCERIN SAVING FROM WASTE.

A pamphlet has recently been issued to local authorities by the British National Salvage Council offering many suggestions on the collection and utilization of waste and dormant materials. Among other things it states that organic refuse is needed for the extraction of glycerin and for feeding pigs. Grease traps to save the grease from dish-washing at hotels, etc., are suggested.

All available bone material should be saved; at present only about half such available material is recovered. Fish waste should have the oil extracted and a meat food suitable for feeding animals and poultry made from the residue. At Liverpool a plant has been installed for this purpose, and the fats obtained find a ready sale at £80 (\$389.32) per ton, while the meal is re-tailed at about £21 (\$102.20) per ton.

THE POTASH SITUATION

Before the War the United States was importing from the Stassfurt Mines of Germany about 250,000 tons of potash annually. At that time potash was retailing at approximately \$40 per ton. Our demand, however, as you know, soon exhausted all our surplus, and even that of South America, so that prices rose from \$40 per ton to \$400 and even \$500 per ton.

Naturally this interested American capital as well as the Federal Government, resulting in the development of a new American industry, and although still meager in comparison to our needs great strides have been made and are being made.

Our output jumped last year well over 100% and it is now claimed that there is reason to conclude that it is quite possible to increase our output to equal our importations before the War. But it is hardly probable that more than 50,000 tons will be produced in the United States during the present year, or approximately 20% of our normal consumption.

To produce this amount American ingenuity is now obtaining potash from the following sources: Western alkali lakes, cement and blast furnace dust, alunite deposits, kelp beds, Steffins waste, wool scourings, wood ashes, bittern Chilean nitrate, feldspar, glauconite, etc.

It is well agreed that it behooves America to do all that she can to supply her own needs for potash.

Swenson Evaporators are occupying the same relative importance in the new potash industry that they have maintained for many years in the packing industry. Virtually every packing house in America uses Swensons and practically all of the potash produced in America goes thru Swensons.

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New York and Chicago

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Association

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OPPRESSIVE TAXATION

The Treasury Department has just sent to Congress a proposal for increased taxation made necessary to raise additional war revenues. Presumably the list of proposed new taxes was made to include everything that came to mind, so that discussion and consideration might eliminate those items considered unwise or impracticable. The list included some items certainly in the latter class, though on the whole it was a reasonable wartime measure.

There is manifest in Congress, if not elsewhere, a wise reluctance to impose what may be called "breakfast table" taxes. Nobody will object to taxation of luxuries, though this, too, must be wisely done if the revenue-producing result is to be obtained. But the common sustenance of the people must not be made more costly than it is, and so food taxes are considered unwise and offensive.

Right here no less a commentator than the New York Times suggests that "while the Treasury is inventing taxes of an annoying sort, it would be well to press more urgently its repeated recommendations for the correction of the food taxes." The Times had in mind the perennial suggestion of the Treasury Department for the repeal of the tax on oleomargarine, which Congress perennially ignores because of its fear of the farmer vote.

Just now, with food costs imposing such a burden on the consumer, the dishonesty of this tax is more apparent than ever. The Times calls attention to the fact that while Americans eat less than 3 pounds apiece of oleomargarine, other countries use 43 pounds per capita per annum. Butter advocates will say that this is because the consumer prefers butter. This is an argument as transparent as most butter arguments against its oleomargarine competitor. Just now, with war prices added to the burden of the butter monopoly, it is an argument with which the consumer has no patience.

The tax on oleomargarine was not imposed for revenue. As The Times says, "it was laid to reduce the competition with cow butter." It was put there to keep oleomargarine, or any other butter competitor, out of the market, and to maintain high butter prices. It failed in its object so far as destruction of competition was concerned, but it has made the consumer pay more for a food article. The Treasury Department might do more for the country if it put more push behind its suggestion for a repeal of such food taxes, and less into inventing such ideas as a tax on servants and like war imposts.

TRADE COMMISSION REPORT

The expected report of the Federal Trade Commission concerning its investigation of a wide range of industries in the United States, including the meat packing industry, was made public last week. Its tenor had been anticipated, from the tactics used by employees of the Commission in gathering information and in endeavoring to prejudice the public mind in advance. Therefore the nature of the report, as it applied to the meat industry, was not a surprise, and its effect was discounted to a certain extent.

The very form of the report and the method of its issuance was characteristic. It had to do with widely separated subjects, and yet its introductory paragraphs—those which would be absorbed by busy newspaper readers—lumped conclusions concerning all these topics into one mass of denunciatory language, heedless of the injustice done thereby. The issuance of the report was withheld to an hour when it was practically impossible for those assailed to get their side of

the case before the public, side by side with the charges.

The scope of the report is seen when it is known that it covered steel, copper, zinc, nickel, sulphur, lumber, coal, petroleum, meat packing, leather, flour and a long list of industries and products besides. Its indictment was "profit-taking," and its contents formed a brief aiming to prove the indictment.

The report, so far as it referred to the meat industry, was just about what had been expected. It charged monopoly of the field by five packers, and declared that "these packers have preyed upon the people unconscionably." To prove this strong language it produced figures which in one vital instance have been shown to be in error.

One packer calls them misleading and absolutely incorrect. Another says the charges are "designed to impress the headline readers" and that "they will not stand up under honest investigation." All call attention to the fact that the attempt to show enormous profits is misleading; profits are large or small only when considered in relation to the magnitude of the business.

When brought down to their proper relation to a dollar's worth of business or a pound of product, the packers' greatest profits are shown to be the smallest of any successful business in the world. As The National Provisioner has often said, these attacks on meat packers have the effect of an attempt to penalize efficiency rather than to punish dishonesty in business.

Besides, meat packers have been under absolute Government regulation as regards their profits since last year. Charges of profiteering at this time are mere demagoguery when this fact is remembered, for the Federal Trade Commission itself is charged with the duty of supervising the packers' books and determining what their profits shall be. The report failed to inform the public on this score.

As to profits made previous to this regulatory period the packers accused have no apology to make. One accused concern states succinctly "that its profit has been much greater during the last two or three years than previous to the war, but it is ready to defend those profits as not only fair and reasonable, but as absolutely essential to the proper and efficient conduct of the packing business."

One packer spoke truly for all the trade when he said that this report "is intended to throw suspicion about an essential industry which it is publicly recognized has fulfilled tremendous war demands from the beginning perhaps better than any other industry in the country." Certainly it is not fair to harass an honestly-conducted industry that is straining every effort to meet these war obligations.

TRADE GLEANINGS

H. M. Savold bought a meat market in Canby, Minn.

Eli Rolland will engage in the meat business at Thief River Falls, Minn.

The meat market of Landrun & McMurry at Scottville, Ky., has been destroyed by fire.

Charles Potter has been succeeded in the meat business at Troy Mills, Iowa, by M. F. Potter.

Hakes Bros. have let contracts for the establishment of a poultry packing plant at Laurens, Iowa.

Armour & Company have plans for the establishment of a distributing station at Sheboygan Falls, Wis.

The Hawkeye Rendering Company has established a plant in Marengo, Iowa, with H. L. Rockwell as manager.

A packing plant is now in operation in connection with the Thielman Meat & Grocery Company at Merrill, Wis.

The tannery of Armour and Company at Noxton, Pa., which was destroyed by fire some time ago, will be rebuilt.

The Laurel Soap Manufacturing Co., Philadelphia, Pa., has been incorporated with a capital stock of \$5,000, with W. H. Bertolet as treasurer.

The slaughterhouse of the Somerset Meat Market Company, Somerset, Pa., has been destroyed by fire. Cause unknown; loss is estimated at \$2,000.

The plant of the Crescent Cotton Oil Company, Memphis, Tenn., and thousands of dollars worth of cottonseed were menaced by fire of unknown cause.

Application for incorporation was filed by the Tuscola Produce Co., Tuscola, Ill., with

a capital stock of \$5,000, by T. E. Dickinson, George W. Winn and J. M. Fuller.

Kellner Brothers, Inc., 175 Smith street, Perth Amboy, N. J., to deal in meats and provisions, live cattle and sheep, has been incorporated with a capital stock of \$75,000.

Fire, thought to have been caused by a spark from a passing locomotive, destroyed old rendering plant of the Gross Packing Co., Muskegon avenue and Canal street, Milwaukee, Wis.

Articles of incorporation have been filed by the Modesto Packing Company, Modesto, Cal., with F. J. Robinson, A. Wilcox and W. W. Robinson, incorporators and directors for the first year. Capital stock, \$70,000.

The Flower City Beef Co., Inc., Rochester, N. Y., to deal in live and slaughtered cattle, has been incorporated with a capital stock of \$50,000 by S. Geldin, 42 Herman street; J. Snider, 10 Cumberland street, and M. Andour-sky, 150 Joseph avenue, all of Rochester, N. Y.

PERMIT EXPORTS TO MEXICO.

Announcement was made this week, both from Washington and Mexico City, that the embargo on exports to Mexico had been modified. Free exportation of certain foodstuffs to that country is to be permitted, under certain restrictions and under regulation by the Food Administration. The action of the American Government is explained as its method of giving proof of the sincerity of the declarations of friendship for Mexico which were made by President Wilson in his address to Mexican editors in Washington early in June.

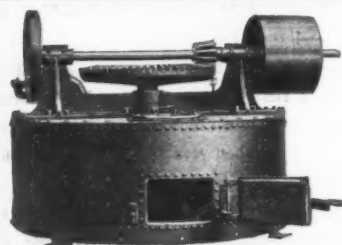
Among the food products for which export permission will be given are pork, lard, butter, corned beef, oils, etc.

JUNE OLEO OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of June, 1918, was 11,110,535 lbs. uncolored and 187,686 lbs. colored, a total of 11,298,221 lbs. This was 2¼ million pounds less than the preceding month. Compared to a year ago, it was about three-quarters of a million pounds more. Renovated butter production in the Chicago district in June totaled 389,752 lbs.

Oleomargarine production in the Chicago district by months for the past year is as follows:

	Pounds.
June, 1917	10,648,162
July	9,520,793
August	11,644,228
September	15,617,374
October	19,076,596
November	16,917,082
December	17,156,959
January, 1918	18,355,165
February	20,315,955
March	17,128,288
April	12,777,094
May	13,920,829
June	11,298,221



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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredthweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Market Irregular—Trade Fair—Hog Movement Heavy—Distribution and Packing Operations Active.

The provision market during the past week has shown some irregularity, with the decline to further low prices, from which there has been a moderate rally. A factor in the market has been the continued heavy movement of hogs. The receipts at interior points are on quite a large scale, and this is a considerable influence in the situation, although the distribution of product is so very large that the shipments are taking care of the packing, and during the past month there was a considerable decrease in the stocks of meats at all interior points.

The decrease in the total stocks of meats compared with June 1, amounted to 85,000,000 lbs. The present stock, however, is 53,000,000 lbs., more than last year on July 1, and 77,000,000 lbs. more than on June 1 last year. The export of product continues very heavy, due to the active operations of the Food Administration, and the activities of the Army department. The shipments to the Allies are on a huge scale, and the shipments for the six months just passed certainly are most instructive reading, in view of the supply of product. The conservation has resulted in the furnishing of supplies abroad which

have been of most vital importance in the necessities there, and have gone a long way toward supplying the necessary food to win the war.

A comparison of the stocks of product at the leading Western points, this month and last month, and as of July 1 of last year, is most interesting. The figures for the leading points follow:

	July 1, 1918.	July 1, 1918.	July 1, 1917.
Mess pork, bbls....	10,973	13,040	12,916
Other pork, bbls....	80,823	84,623	69,801
P. S. lard, lbs....	33,230,952	28,899,787	41,669,774
Other lard, lbs....	31,589,206	34,836,886	25,591,412
S. P. hams, lbs....	80,613,657	101,817,743	89,701,559
S. P. skd hams, lbs	22,220,930	24,426,201	27,810,761
S. P. picnic, lbs....	32,208,676	31,259,331	28,414,080
S. P. bellies, lbs....	15,185,203	14,887,790	31,821,254
S. P. shoulders, lbs	1,263,034	1,467,652	1,664,611
D. S. shoulders, lbs	9,724,214	13,086,541	3,560,218
Short rib sides, lbs	20,363,392	24,984,279	19,360,967
Ex sh. rib sides, lbs	2,051,022	1,957,908	3,324,799
Sh. clear sides, lbs	2,759,676	4,479,578	680,529
Ex. sh. cl. sides, lbs	20,338,001	22,676,290	7,548,854
D. S. bellies, lbs....	64,114,570	66,141,867	40,765,942
Short F. backs, lbs...	22,941,270	25,993,480	20,000,826
Other meats, lbs....	76,154,808	128,688,108	50,758,926
Total meats, lbs....	387,927,411	472,601,109	334,442,156

The question of the crops and of the supply of feed-stuffs for the coming year are a most vital factor at present. The last Government report was most reassuring. The prospects for corn are for a record crop, although there has been some decrease in acreage compared with last year; nevertheless the position at the beginning of the important growing season

is considerably better than the average, and there is room for more than the average loss and still leave a prospect for a big crop. The prospects for the hay crop are excellent, considerably exceeding last year, and the prospects for the feed and for the oats and barley crops are also very good, indicating that there will be no lack of supplies for feeding the animal crops the coming fall and winter.

This condition is most important, as one of the points of the Food Administration has been that the encouragement of acreage for the food crops should not be at the expense of the acreage for the feed crops. This has been borne out, to a considerable extent, and while there has been a gain in the acreage of wheat and the acreage of rye, there has also been a gain in the acreage of oats and barley, and the acreage of corn is very large; while it is less than last year, it is still a very important one, as last year's acreage was increased, owing to the large abandonment of winter wheat acreage.

The necessities of a large feed supply here, and the necessities for large shipments of meats, not only at present but during the coming year, is shown in a recent statement regarding conditions in Italy. The supply of meat there is very short, and the situation is said to be grave. Three meatless days a week are in effect—Wednesday, Thursday and Friday—and it is difficult to get meat, excepting at a very high cost. This means that America must continue to supply vast quantities of meat-products to the Allies, in order to keep up the effective fighting strength abroad.

BEEF.—Locally the market is quiet but

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strong. Mess, \$34@35; packet, \$35@36; family, \$38@39; East India, \$57@58.

LARD.—The market continues firm, due to hog strength and firmness West. Quoted: City, 25c.; Western, \$26.60@26.70; Middle West, \$26.15@26.25; refined Continental, \$27.25; South American, \$27.65; Brazilian kegs, \$28.65; compounds, 22½@23¾c., nom.

PORK.—Trade is rather dull, but prices are firm. Quoted: Mess, \$47½@48; clear, \$46@51, and family, \$55.

SEE PAGE 29 FOR LATER MARKETS.

EXPECT A GREAT CROP OF HOGS.

Government Assurance of Profit to Growers Has Had the Intended Result.

(Special Letter to The National Provisioner from W. G. Press & Co.)

Chicago, July 10, 1918.—The receipts of hogs for the first three days of this week in the eleven principal live stock markets of the country were 353,000, as against 345,000 last week and 322,000 for a corresponding time last year. The average weight of hogs in Chicago last week was 238 lbs., as against

237 lbs. the previous week, 230 lbs. for the same time last year, and 233 lbs. two years ago. The average weight of hogs for June in the different markets, with comparisons, are as follows: Chicago, 235 lbs. this year, a year ago 225 lbs.; Kansas City, 207 lbs. as against 239 lbs. last year; Omaha, 248 lbs. as against 239 lbs. a year ago; St. Louis, 180 lbs. as against 173 lbs. last year; St. Joseph, 230 lbs. as against 223 lbs. last year; Sioux City, 248 lbs. as against 232 lbs. last year; St. Paul, 212 lbs. as against 209 lbs. a year ago; Indianapolis, 217 lbs. as against 191 lbs. a year ago.

The hog market today is 10c. higher than yesterday, and the top is \$17.45. The top last Saturday was \$17.15, and two weeks ago Tuesday the top was \$16.45. Hog receipts are liberal again, owing to the recent advance.

When the heads of the Food Administration issued a statement relative to hog prices some time ago, they seemed to hit on the right theory to establish in the farmers'

minds the fact that they were going to get good prices for their hogs, and the farmer has put in his best licks raising all the hogs possible. And he is going to keep a stiff upper lip and get well paid for his work, for when hogs break he stops shipping them, and on any advance he starts shipping again.

J. D. Cotton, Chief of the Food Administration, said in his statement that the main purpose of the Food Administration as to hogs was to see that the producer at all times can count on a fair price for his hogs, so they will be profitable to him; to see that the farmers increased the number of hogs bred; to limit the profit of the packer and middleman and to eliminate speculation. He further said the first step is to stop the sudden break in prices paid for hogs at central markets. These prices must become stable, so that the farmer knows where he stands and will feel justified in increasing hogs for next winter.

The prices, so far as the Food Administration can affect them, will not go below a minimum of about \$15.50 per hundred for the average drove of hogs in the Chicago market, until further notice. Let there be no misunderstanding of this statement. It is not a guarantee, backed by money, it is not a promise by a packer, but it is a statement of intentions and policy of the Food Administration, which means to do justice to the farmer.

So far as the farmer is concerned, the arrangements as to price have been more than fulfilled, and as to the farmer raising hogs, we think that he has fully responded. Our information is that there never were so many hogs in the country as at the present time, and when next winter's packing season starts we think the packers will be taxed to their full capacity in handling the crop.

We do not look for any radical break in the hog market, viewing the situation from present conditions, even with a liberal supply of hogs all summer. The restrictions on beef in the public eating houses to two meals each week is bound to increase the consumption of pork. This is a big consuming season for ham. The exports of product to Europe are on a record breaking basis. Statements are out saying that exports of beef and pork to Europe are the highest in history.

Industrial conditions are on a high plane, and until the winter packing season starts and accumulations commence, hog prices will not be likely to undergo any radical change. We expect to see heavy sows and grassy hogs sell lower than at present.

The future provision markets in ribs, lard and pork are strong, on the big shipments of meat. The light run of hogs on Monday made many feel that the liberal hog receipts for the season were over, but we do not agree with that view. Hogs are plentiful.

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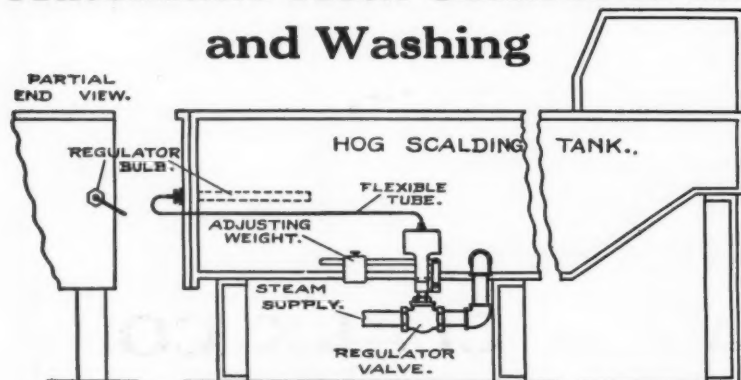
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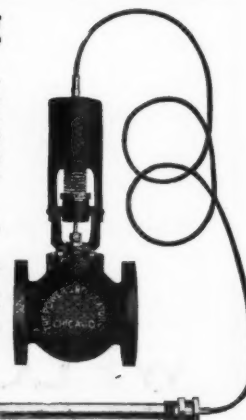
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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market for tallow during the past week has been quiet but firm. There has been some interest shown, and the offerings have not been large. The broad situation appears to be one in which the entire market is waiting upon the developments, not only as regards the supply of cattle and the reduction of tallow, but as to the situation in competing fats. There is also quite an important problem as to the supplies of tallow from the Argentine and from Australia. The question of freights enters into this in such an important way that it is difficult to tell what may be the developments. The supply of tonnage, which at one time was very scarce to the Argentine, was suddenly increased, but it is so irregular that there is not a great deal to depend upon in the regularity of Argentine arrivals. There is also some question as to the arrivals on the Pacific coast. There is a fair supply of oils available, although the market is very firm, and the prospects for a large supply of cottonseed oil the coming year enter into the possibilities of the future, but are not a factor in the present markets. It is understood that there has been a fair volume of business done with soap-makers, and the Government has kept the soap-makers fairly well supplied with materials. The movement of cattle is being watched very closely, and also the question of the supply of competing greases. Prime city tallow locally is 19c., and city specials at 17½c. loose.

OLEO STEARINE.—The market for stearine has been very firm; there have been comparatively light offerings, and there has been a steady demand for the product. The question of the supply of stearine is a factor of considerable importance just now, in the tallow situation. Quite an interesting report comes from England to the effect that the British authorities are urging, through the National Salvage Council, the question of an effort to save glycerine through the utilization of refuse material, and recommends that grease traps should be used to save the grease from dish-washing in hotels—also that all available material should be saved, fish-waste and every item possible be taken into consideration, so that there would not be the pressure upon edible fats for the extraction of glycerine needed.

Oleo is quoted at 19¼c.

SEE PAGE 30 FOR LATER MARKETS.

OLEO OIL.—A stronger tone was again in evidence, but trade continued quiet. Extras are quoted at 25½c., according to quality.

PEANUT OIL.—The demand for refined oil

is not active. The market, however, is firm all around. A fair demand is noted for foreign oils, with sellers' tanks from the Coast quoted at 18½c. Prices are quoted, edible, in bbls., spot 21@22c.

NEATSFOOT OIL.—The undertone is easier, with offerings on a larger scale and consuming demand not active. Prices are quoted, 20 cold test, \$3.25@3.30; 30, \$2.75@2.80; and prime, \$1.75@1.80.

SOYA BEAN OIL.—A better demand for spot oil is reported and a larger inquiry is claimed at the Coast. The market is slightly firmer all around. Sellers tanks are quoted 16@16¼c. from the Coast. Spot is quoted at 18½@18¾c. for crude in bbls.

CORN OIL.—The market for crude was stronger during the week, with light offers and a fair demand. Refined oil is firm, with a steady consuming inquiry. The market for crude is now quoted at 17¼@18c. in bbls.

COCOANUT OIL.—The market continues firm, with a better inquiry reported. Prices are well held and offerings not large. The market on the Coast is also firm, with offerings at 16@16¼c. prompt shipment sellers tanks. Ceylon, 17½@18c., in bbls.; Cochín, 18¼@18½c., in bbls.

PALM OIL.—There was little change in the situation. Palm kernels are quiet, but prices well held. Prime red, spot, —, nom.; Lagos, spot, nom.; to arrive, —; palm kernel, 18c., nom., in bbls.; Nigar, —, nom.

GREASE.—The market is quiet but firm with other greases. Yellow, 15¼@15½c.; bone, 16¼@16½c.; house, 15½@16c.; brown, 15¼@15½c.

STOCKS OF PROVISIONS.

Official reports of stocks of provisions at chief centers at the end of June are summarized as follows, compared to a month ago and a year ago:

	Pork, Bbls.			
	June 30,	May 31,	June 30,	
	1918,	1918,	1917,	
Chicago	56,286	63,724	54,262	
Kansas City	9,745	9,517	6,960	
Omaha	11,177	6,887	7,911	
St. Joseph	2,303	2,509	3,166	
Milwaukee	8,884	10,668	4,176	
Total	88,395	93,305	76,475	
	Lard, Lbs.			
Chicago	40,405,523	38,333,218	48,666,150	
Kansas City	5,986,765	5,643,550	4,865,461	
Omaha	4,627,207	5,732,795	4,041,679	
St. Joseph	1,622,439	2,817,222	3,931,376	
Milwaukee	4,103,950	2,500,830	1,015,350	
Total	56,746,184	55,027,915	62,520,025	
	Cut Meats, Lbs.			
Chicago	150,215,901	194,796,166	141,657,485	
Kansas City	66,115,500	79,599,300	49,866,100	
Omaha	56,342,280	63,693,195	51,797,991	
St. Joseph	37,533,455	40,910,538	36,905,957	
Milwaukee	23,630,993	26,445,789	10,805,527	
Total	333,838,429	405,145,288	291,033,060	

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, July 11, 1918.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 27¼c.; 10@12 lbs. ave., 26½c.; 12@14 lbs. ave., 26¼c.; 14@16 lbs. ave., 26c.; 16@18 lbs. ave., 26c.; 18@20 lbs. ave., 26c. Sweet pickled, 8@10 lbs. ave., 27¼c.; 10@12 lbs. ave., 26¾c.; 12@14 lbs. ave., 26¼c.; 14@16 lbs. ave., 26c.; 16@18 lbs. ave., 26c.; 18@20 lbs. ave., 26c.

Skinless Hams—Green, 14@16 lbs. ave., 27¼c.; 16@18 lbs. ave., 27¼c.; 18@20 lbs. ave., 27¼c.; 20@22 lbs. ave., 27¼c.; 22@24 lbs. ave., 27c. Sweet pickled, 14@16 lbs. ave., 27¼c.; 16@18 lbs. ave., 27¼c.; 18@20 lbs. ave., 27¼c.; 20@22 lbs. ave., 27¼c.; 22@24 lbs. ave., 27c.

Picnic Hams—Green, 4@6 lbs. ave., 21c.; 6@8 lbs. ave., 18¾c.; 8@10 lbs. ave., 18¾c.; 10@12 lbs. ave., 18¾c. Sweet pickled, 4@6 lbs. ave., 20½c.; 6@8 lbs. ave., 18c.; 8@10 lbs. ave., 17½c.; 10@12 lbs. ave., 17¼c.

Clear Bellies—Green, 6@8 lbs. ave., 36c.; 8@10 lbs. ave., 35c.; 10@12 lbs. ave., 32½c.; 12@14 lbs. ave., 31c.; 14@16 lbs. ave., 30c. Sweet pickled, 6@8 lbs. ave., 35c.; 8@10 lbs. ave., 34c.; 10@12 lbs. ave., 32c.; 12@14 lbs. ave., 30½c.; 14@16 lbs. ave., 29½c.

PORK CUTS IN NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, July 11, 1918.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork Loins, 35@37c.; green hams, 8@10 lbs. ave., 28½c.; 10@12 lbs. ave., 27½c.; 12@14 lbs. ave., 27c.; 14@16 lbs. ave., 26½c.; 18@20 lbs. ave., 26½c.; green clear bellies, 8@10 lbs. ave., 36c.; 10@12 lbs. ave., 36c.; 12@14 lbs. ave., 34c.; green rib bellies, 10@12 lbs. ave., 35c.; 12@14 lbs. ave., 33c.; S. P. clear bellies, 6@8 lbs. ave., 34c.; 8@10 lbs. ave., 35c.; 10@12 lbs. ave., 34c.; 12@14 lbs. ave., 31c.; S. P. rib bellies, 10@12 lbs. ave., 33c.; 12@14 lbs. ave., 31c.; S. P. hams, 8@10 lbs. ave., 28½c.; 10@12 lbs. ave., 28c.; 18@20 lbs. ave., 27c.; city steam lard, 24½@25c. nominal; city dressed hogs, 26½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; 14@16 lbs. ave., 29c.; skinned shoulders, 23c.; boneless butts, 28½c.; Boston butts, 26½c.; lean trimmings, 20c.; regular trimmings, 17c.; spare ribs, 13c.; neck ribs, 6c.; kidneys, 10c.; tails, 12c.; snouts, 10c.; livers, 4c.; pig tongues, 19c.

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ESTABLISHED 1897

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Market Quiet—Fluctuations Narrow—All Interest in the New Seed Crop—Competing Oils Strong—Markets Unsettled.

The factors influential in the cottonseed oil market during the past week have been the question of the new seed crop and the conditions which have applied to the markets for competing oils. The Government report on cotton was very encouraging, and bore out the ideas of the trade, not only as regards an increased acreage, but as regards the prospects for the new crop. Further consideration of the conditions of the new crop has brought out the fact that the new seed out-turn will probably be materially increased over the past year, and if there is the same proportion of crush the coming year as the past, there is the possibility for an increase of at least a million barrels in the outturn of oil.

Such a vast increase in the supply of oil will be a most valuable factor, not only in the food situation but in the manufacturing situation. Such a supply of oil would go very materially toward making an ample supply of fats of all kinds during the coming year. Although the hog supply promises to be large, and the conditions are favorable for the feed crops, while the reports as to the supply of hogs in the country indicate the

continuation of a large supply of lard, still an increase of a million barrels in the oil quantity means that the supply of edible fats will be so much greater than last year as to materially remedy part of the conditions which have existed during the past year.

On the other hand, the question of the supply of foreign oils and linseed oil brings into the situation another factor not to be overlooked. The price of linseed oil continues to be very strong, and there has been further sharp advance during the past week, with prices at extremely high levels. While the American prospects for the linseed crop are much better than last year, still there is fear of a loss in condition, owing to the unfavorable weather in the Northwest, and the question of the supply of Argentine seed is somewhat problematical. With the restrictions now prevailing regarding the movement of tonnage, there is the possibility of a great decrease in supply, and this brings up the necessity of an increased demand for soyabean oil, to take the place of linseed oil, and the taking away of this supply of soyabean oil means a serious factor in the market for cottonseed oil.

In regard to other oils there is also a rather serious position; there is a very strong market for palm-oil, which is ex-

tremely scarce, and imports are small; the supply of cocoanut oil is also limited and prices are very firm, while the shipping conditions are such that the arrivals of copra are not large, and there seems to be but moderate prospect of any material change in the situation that will increase the supply of copra. Some arrivals have been reported, but these arrivals have not been very important. Of course, in line with prospective events, is the increase in the supply of shipping, due to the enormous construction now going on in this country, which will possibly relieve the shipping conditions and permit of the imports of larger supplies of copra, and of soyabean oil from the far east. However, these things are in the future, and are not an immediate factor in the market. On the other hand there is also the uncertainty as to the labor supply for increasing the crush of cottonseed oil commensurate with the increase in the size of the crop. The situation, however, is most reassuring as to the possibility of a great increase in the available supply of oil for the coming year.

Closing prices, Saturday, July 6, 1918.—

Prime crude, S. E., \$17.50, sales.

Closing prices, Monday, July 8, 1918.—

Prime crude, S. E., \$17.50, sales.

Closing prices, Tuesday, July 9, 1918.—

Prime crude, S. E., \$17.50, sales.

Closing prices, Wednesday, July 10, 1918.—

Prime crude, S. E., \$17.50, sales.

Closing prices, Thursday, July 11, 1918.—

Prime crude, S. E., \$17.50, sales.

SEE PAGE 29 FOR LATER MARKETS.

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REGULATION OF COTTON GINNING.

The Cotton Seed Industry Division of the U. S. Food Administration has issued a notice to all cotton ginneries concerning revised regulations governing them. Unreasonable charges for ginning are forbidden, but no price is fixed for ginning. Ginners must keep a correct record of those for whom they gin, and actual charges. Ginning must be done in a cleanly manner and trash and dirt must not be put back. Other details of efficient service are required.

Cotton oil interests believe that, since ginners have been put under license, a price for ginning should be fixed by the Government. In a letter to members President H. E. Watkins, of the Georgia Association, says:

"The mills who operate ginneries fear that unless a price is fixed that certain ginneries will cut the price of ginning in order to control of speed. The ginners who are not interested in the oil mills claim that certain ginners who do control mills, or have interest therein, will cut the price of ginning, thereby destroying any chance for them to make a profit on ginning, and since they are deprived of any profit on seed by speculation, they feel that they should be allowed a fixed price in which there will be a reasonable profit for the service that they render to the industry in ginning the cotton.

"Ginneries have been notified that they will have to depend on wood as fuel, and fuel will be very expensive, and also it will be very expensive to put gins in condition to operate and comply with circular 43 as to cleaning the cotton. Therefore, unless some price is fixed allowing the ginneries a reasonable profit some ginneries have stated that they do not intend to repair their gins and operate this season. It looks like the crop will be considerably larger than last year, and it will certainly take all the gins, running to full capacity, to gin the cotton during the early months of the fall before bad weather sets in.

"A number of the mills have suggested that 60 cents per hundred pounds of lint cotton in the Southeast should be a minimum price for ginning, and that possibly \$1.75 or \$2 per bale charges for bagging and ties would be fair."

The matter will be taken up with the Government at Washington by President Watkins and others, and an effort made to have a ginning price fixed, should the majority of the trade desire it.

SO. CAROLINA CRUSHERS' MEETING.

The South Carolina Cotton Seed Crushers held their 1918 convention at the New Ebbitt Hotel, Washington, D. C., on June 18 and 19. This idea of going to Washington was an entirely new one, but the attendance of the oil mill men was the best in the history of the convention, and it was in all respects decidedly the most interesting and instructive meeting this association ever had.

The idea in carrying the convention to Washington was primarily to bring the entire membership as far as possible in personal contact with the Washington authorities who have more or less to do with the industry. The convention was addressed by Messrs. Humphreys, Pyle and Justia of the Cotton Seed Division. Mr. Geo. R. James, of the War Industries Board, made an address on the liner situation and on the preparation for war in general.

Dr. Clarence Ousley, assistant secretary of agriculture, delivered a masterpiece on present trade conditions and intimated some things that might take place after the war. Hon. Thomas M. Robertson, of the Federal



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While there is no change in officers or management, in future these improved and enlarged laboratories will be known as

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Trade Commission, explained in detail oil mill accounting from the Government standpoint, and Mr. P. B. Noyes, of the Federal Fuel Administration, told in a fifteen-minute talk of fuel conditions existing throughout the country.

All of these addresses were highly interesting and greatly appreciated, and the members left Washington with higher conceptions of their duties in contributing to the success of the war. Practically no business was transacted by the convention, most of the time being taken up by the speakers.

The convention departed from its usual custom in the matter of electing its president for the coming year. Russell Acree, of Darlington, S. C., who served so efficiently during the past year, and who spent much of his time in Washington, was re-elected president. It is customary to elect the vice-president,

but owing to the fact that Mr. Acree had gained so much valuable information on account of his service during the past year, and furthermore owing to the fact that he is in position to give considerable of his time to the office, it was deemed advisable to retain him. This was done at the suggestion of the vice-president, who would have become president.

D. M. Lipscomb, of Ninety-Six, S. C., vice-president for the last year, was re-elected vice-president, and W. B. West, of Columbia, was re-elected secretary. Russell Acree was elected committeeman to represent South Carolina with the national committee of ten in Washington.

At the close of the convention President Acree was presented with a beautiful chest of silver as a token of the appreciation of the Association for his untiring and efficient

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services during the past year which, as is well known, was one of the most trying periods through which oil mills have ever passed. This service was presented by Mr. W. B. West, the secretary, who, on account of his intimate relationship with the president, was perhaps better prepared to appreciate his services than any other.

"The South Carolina Cotton Seed Crushers' Association is a well organized body," writes Secretary West, "and its slogan for the coming year is 'Do what the Government wants done, that we may win the war.' It is but necessary for the Food Administration to indicate its desire, and we feel that the Association to a member will co-operate to the fullest extent."

PICARD-LAW CO. CHANGES NAME.

The Picard-Law Company, of Atlanta, Ga., and Wilmington, N. C., the well-known cottonseed products chemists, have outgrown both name and quarters. The company finds its former laboratories in Atlanta too small, and has just occupied new quarters which take up the entire ninth floor of the Walton Building, at No. 57-59 Walton street, Atlanta. The name of the company has been changed to Law & Company, Inc. Dr. Thos. C. Law is the head, and no change has been made in the officers or staff, except that new mineral and bacteriological departments have been added, with Mr. C. M. Stodghill in charge. Mr. Stodghill is a well-known expert in these lines. The company are general consulting analytical and engineering chemists and bacteriologists, not only to the cottonseed products trade, but to the oil and packinghouse industries as well.

CRUSHERS' OFFICE AT WASHINGTON.

The headquarters of the Inter State Cotton Seed Crushers' Association has been removed to Washington, D. C., according to plans announced in the columns of the National Provisioner several weeks ago. Offices have been opened at rooms 605-607 Real Estate Building, Washington, with Louis N. Geldert in charge as assistant to the president, secretary of the Association's publicity bureau and manager of the Association's bulletin, the Cotton Oil Press. Mr. Geldert will maintain an information and service bureau here for the trade and expects to render valuable service. The offices heretofore have been in Memphis, Tenn.

COTTON OIL TRADE PROSPECTS.

In a letter to members, President Montgomery of the Inter State Cotton Seed Crushers' Association says concerning government control and the outlook for the coming season:

"The Cotton Seed Division of the Food Administration has about completed its basic rules covering our industry for the coming season. They are in the main practically the same as last season—so I am unofficially informed—and they will be sent out at an early date. As I understand the administration plan, the rules will be designated and determined as the season progresses, definite construction of them to be made as conditions require.

"As I see it, it would be impractical for the administration to lay down a definite set of regulations at this time, for the reason that no one can foretell what the cotton crop is going to be, or the feed crop, or the supply of animal fats, or the demand for any or all of the products which must be considered in connection with comparative prices. As for naming a 'spread' or basis of mill operating profit at this time, or until the crushing season really starts, I do not think it would be practical, as none of us know what our supplies, labor, fuel and other necessary expenses are going to be. It is therefore a case of watchful waiting at this time, as far as these subjects are concerned.

"The most important and serious subjects we have before us today involve the demand for and sale of our products, principally cake and possibly hulls, particularly if we attempt to maintain present prices. It is predicted that the Southeast and Valley will consume many thousands of tons of meal this year in excess of last year's sales for fertilizer purposes. With the usual quantity

used from those sections for feed purposes, even an increased cotton crop will produce no excess of meal.

"But what is to become of the cake and meal produced west of the Mississippi river, especially if a general feed crop is made proportionate with present prospects? It may be necessary to reduce materially the price of cake, meal and hulls before this time next year, in order to get rid of these products at all.

"If such a condition should arise after the raw material or seed is bought, who will hold the bag? I was never accused to my face of being a calamity howler, nor of crossing bridges before I got to them, but I think it good business principle to look on the other side of a question just as soon as you can, and what is good business for us is also good for the government.

"In any event, I believe from the signs of the times, as I see them from a number of angles, that we are facing a critical season, and one that is going to require extreme conservatism and co-operation. Old 'supply and demand' are still in the saddle, and in my humble opinion the man who attempts to take the bull by the horns this fall will very likely be digging his own grave."

MAY COTTONSEED OIL EXPORTS.

Completed reports of exports of cottonseed oil from the United States during the month of May are given by the Government as follows: To Denmark, 131,500 lbs.; France, 18,045 lbs.; Netherlands, 550,774 lbs.; Norway, 1,131,161 lbs.; United Kingdom, 536,891 lbs.; Canada, 827,764 lbs.; Panama, 27,743 lbs.; Mexico, 5,659 lbs.; Cuba, 147,686 lbs.; Dominican Republic, 15,336 lbs.; French West Indies, 13,474 lbs.; Argentina, 117,389 lbs.; Brazil, 2,484 lbs.; Chile, 34,929 lbs.; Uruguay, 3,453 lbs.; other countries, 86,458 lbs. Total, April, 1918, 3,650,746 lbs.; total, April, 1917, 27,970,292 lbs.

HARDENED EDIBLE OILS

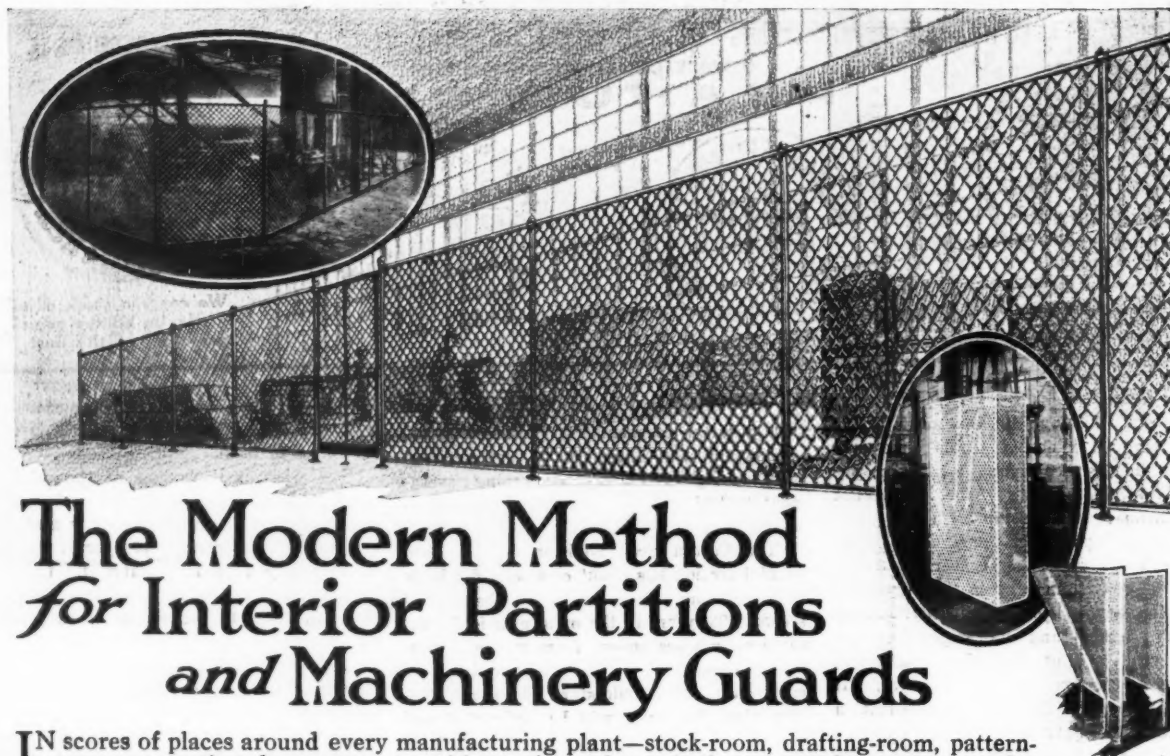
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THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, July 12, 1918.—Market strong; prime Western, \$26.60@26.70; Middle West, \$26.15@26.25; city steam, 25c.; refined Continent, \$27.25; South American, \$27.65; Brazil, kegs, \$28.65; compound, 22½¢@23¼¢, all nominal.

Marseilles Oils.

Marseilles, July 12, 1918.—Copro fabrique, 387 fr.; copra edible, — fr.; peanut fabrique, 423 fr.; peanut edible, — fr.

Liverpool Produce Market.

Liverpool, July 12, 1918.—(By Cable).—Beef, extra Indian mess not quoted; pork, prime mess not quoted; shoulders, square, 143s.; New York, 139s. 6d.; picnic, 119s.; hams, long, 170s.; American cut, 167s.; bacon, Cumberland cut, 174s.; long clear, 188s. 9d.; short back, 188s. 6d.; bellies, 200s. Lard, spot prime, 155s. 6d.; American refined, 28-lb. box, 158s. Lard (Hamburg), nom. Tallow, prime city, not quoted. New York City specials not quoted. Cheese, Canadian finest, white new, 130s. 6d. Tallow, Australian (at London), 75s.

FRIDAY'S CLOSINGS.

Provisions.

The market was stronger on the 10@15c. advance in hogs and buying influenced by the rise in corn.

Tallow.

Values were firm but trade quiet. Special loose is reported at 17½c.

Oleo Stearine.

The market is in a firm position, but trade was quiet. Oleo is quoted at 19c.

Cottonseed Oil.

Trading in futures continues dull and inactive. Tenders on July contracts have only amounted to 400 bbls. so far.

FRIDAY'S LIVESTOCK MARKETS.

July 12, 1918.

Hog receipts today estimated at 19,000. Left over 5,368. Market 10@15c. higher; choice light, \$18. Estimated receipts of cattle 7,000; sheep receipts 12,000.

Buffalo, July 12.—Hogs higher; on sale, 1,920, at \$18.25@18.75.

Omaha, July 12.—Hogs higher, at \$16.80@17.15.

Cudahy, July 12.—Hogs no market.

Detroit, July 12.—Hogs higher, at \$17.25@17.65.

St. Joseph, July 12.—Hogs steady, at \$17@17.55.

Sioux City, July 12.—Hogs higher, at \$16.50@17.05.

Indianapolis, July 12.—Hogs higher, at \$17.50@17.70.

Louisville, July 12.—Hogs higher, at \$17@17.25.

Kansas City, July 12.—Hogs slow, at \$16.95@17.70.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to July 12, 1918, show exports from that country were as follows: To England 20,873 quarters; to the Continent, 42,403 quarters. On orders, nothing. The previous week's exports were as follow: To England, nothing; to the Continent, 67,541; to other Europe, nothing.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, July 6, 1918, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	9,554	22,900	14,463
Swift & Co.	7,328	21,500	20,730
Morris & Co.	5,230	11,100	7,529
Wilson & Co.	6,470	13,200	5,187
G. H. Hammond Co.	3,520	11,300	...
Anglo-Amer. Provision Co.	395	9,100	...
Libby, McNeill & Libby.	2,313	...	...

Independent Packing Co., 4,600 hogs; Boyd, Lunham & Co., 6,700 hogs; Miller & Hart, 3,500 hogs; Western Packing & Provision Co., 9,400 hogs; Brennan Packing Co., 4,800 hogs; Roberts & Oake, 5,200 hogs; others, 10,600 hogs.

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	6,182	7,243	1,702
Fowler Packing Co.	578	...	756
Wilson & Co.	3,918	7,463	1,343
Swift & Co.	6,180	8,224	3,834
Cudahy Packing Co.	4,245	4,810	4,854
Morris & Co.	4,195	7,850	1,405
Others	1,101	63	23

Schwartz, Bolen & Co., 3,955 hogs; John Morrell & Co., 429 cattle; Independent Packing Co., 232 cattle; Dold Packing Co., 264 hogs.

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	4,493	3,920	2,961
Swift & Co.	6,506	9,714	4,024
Armour & Co.	5,246	1,421	4,408
East Side Packing Co.	14	2,255	...
Independent Packing Co.	755	...	116
Sartorius Provision Co.	...	498	...
Carondelet Packing Co.	...	342	...
American Packing Co.	...	168	...
Krey Packing Co.	...	1,020	...
J. H. Belz Provision Co.	...	859	...
Heil Packing Co.	...	1,641	...

Omaha.*			
	Cattle.	Hogs.	Sheep.
Morris & Co.	3,142	6,184	1,694
Swift & Co.	4,878	8,310	7,031
Cudahy Packing Co.	4,945	9,279	7,153
Armour & Co.	4,174	8,344	8,272
Swartz & Co.	...	2,787	...
J. W. Murphy	...	5,827	...

Lincoln Packing Co., 128 cattle; South Omaha Packing Co., 46 cattle; Wilson Packing Co., 173 cattle.

*Incomplete.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending July 6, 1918:

CATTLE.	
Chicago	42,718
Kansas City	27,541
Omaha	15,775
St. Joseph	7,891
Cudahy	400
Sioux City	5,060
South St. Paul	9,260
Fort Worth	19,511
New York and Jersey City	6,490
Philadelphia	3,322

HOGS.	
Chicago	131,002
Kansas City	35,810
Omaha	37,928
St. Joseph	24,541
Cudahy	17,714
Sioux City	21,818
Cedar Rapids	6,120
Ottumwa	9,362
South St. Paul	14,320
Fort Worth	2,476
New York and Jersey City	20,626
Philadelphia	6,278

SHEEP.	
Chicago	55,882
Kansas City	13,975
Omaha	18,435
St. Joseph	8,470
Cudahy	94
Sioux City	2,061
South St. Paul	1,562
Fort Worth	1,932
New York and Jersey City	22,878
Philadelphia	6,738

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO JULY 8, 1918.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	3,284	4,832	15,151	9,816
New York	2,344	5,093	94	10,810
Central Union	862	1,157	7,633	...
Totals	6,490	11,982	22,878	20,626
Totals last week	6,739	13,216	40,695	20,013

RECEIPTS AT CENTERS

SATURDAY, JULY 6, 1918.

	Cattle.	Hogs.	Sheep.
Chicago	500	9,915	...
Kansas City	500	2,048	300
Omaha	100	7,618	100
St. Louis	5,000	8,649	200
St. Joseph	200	4,000	300
Sioux City	276	7,084	...
St. Paul	300	700	...
Oklahoma City	...	100	100
Fort Worth	600	100	...
Milwaukee	...	100	...
Louisville	400	2,000	4,200
Wichita	250	1,277	...
Indianapolis	250	5,000	...
Pittsburgh	...	1,500	300
Cincinnati	200	1,800	1,700
Buffalo	250	1,000	...
Cleveland	50	2,000	...
Toronto, Canada	55	150	3

MONDAY, JULY 8, 1918.

Chicago	16,000	32,158	15,000
Kansas City	17,000	10,385	4,000
Omaha	5,200	11,381	5,900
St. Louis	8,100	2,359	6,600
St. Joseph	1,200	6,000	2,200
Sioux City	4,000	9,000	...
St. Paul	8,000	6,000	150
Oklahoma City	2,500	800	200
Fort Worth	6,000	1,400	1,600
Milwaukee	200	3,973	50
Denver	4,700	500	1,300
Louisville	2,600	4,000	4,200
Detroit	...	1,410	...
Wichita	2,000	500	...
Indianapolis	1,500	8,000	250
Pittsburgh	2,100	6,000	2,700
Cincinnati	2,400	5,872	2,600
Buffalo	3,000	4,200	1,000
Cleveland	...	6,000	...
Portland, Ore.	1,734	1,068	310
Toronto, Canada	3,200	800	500
New York	2,500	3,765	3,870

TUESDAY, JULY 9, 1918.

Chicago	14,000	41,680	9,000
Kansas City	15,000	14,175	5,000
Omaha	...	17,985	...
St. Louis	7,600	6,808	7,300
St. Joseph	...	10,000	...
St. Paul	...	5,400	...
Sioux City	...	16,000	...
Milwaukee	...	4,151	...
Louisville	...	1,000	...
Detroit	...	980	...
Wichita	...	1,099	...
Cincinnati	300	3,165	2,600
Buffalo	200	2,206	200
Cleveland	...	1,000	...
New York	1,123	1,740	3,170

WEDNESDAY, JULY 10, 1918.

Chicago	7,000	17,877	6,000
Kansas City	11,000	12,062	5,000
Omaha	...	14,665	...
St. Louis	5,500	13,333	3,300
St. Joseph	...	9,000	...
Sioux City	...	15,000	...
St. Paul	...	11,000	...
Milwaukee	...	3,123	...
Louisville	...	3,000	...
Detroit	...	1,230	...
Wichita	...	650	...
Indianapolis	...	15,000	...
Cincinnati	1,200	6,325	5,000
Buffalo	175	650	...
Cleveland	...	2,000	...
New York	1,658	3,656	4,720

THURSDAY, JULY 11, 1918.

Chicago	14,000	29,000	15,000
Kansas City	5,000	6,000	2,000
Omaha	4,000	11,800	15,500
St. Louis	3,000	9,500	2,800
St. Joseph	2,700	6,500	2,000
Sioux City	2,000	10,500	...
St. Paul	...	6,000	...
Oklahoma City	2,000	500	...
Milwaukee	...	1,224	...
Louisville	...	3,000	...
Detroit	...	970	...
Wichita	...	1,072	...
Indianapolis	...	7,000	...
Cincinnati	...	4,734	...
Buffalo	150	1,500	...
Cleveland	...	2,000	...
New York	1,118	3,638	1,380

FRIDAY, JULY 12, 1918.

Chicago	7,000	19,000	10,000
Kansas City	3,000	4,000	1,000
Omaha	2,200	9,500	3,000
St. Louis	1,200	6,000	2,000
St. Joseph	400	3,300	3,500
Sioux City	700	8,500	...
St. Paul	2,300	7,800	...
Oklahoma City	1,500	1,400	200
Fort Worth	3,000	700	400
Denver	1,000	50	5,700
Indianapolis	600	800	400

Watch Page 48 for
Business Chances

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES quiet. No business going on. Stocks are small and confined to a few bulls and some branded cows. Tanners seem to want to wait for next prices before attempting to enlarge their lines. Native steers are quoted at 33c. last paid. Texas steers are firm at 33c. for heavies, 30c. for lights and 25c. for extreme light weights. Butt brands are quoted at 31c., Colorados at 30c., branded cows at 25c., with some odd lots around at that figure; heavy native cows quoted at 30c., and light slaughter 26c. paid; native bulls steady at 23c. and branded bulls at 21c. last paid for this quarter's slaughter. Small packer hides quiet. Stocks of good quality have been moved out. Poorer taken off hides are quoted at 24@25c. for all weight native goods as to averages and quality. Branded hides are quoted at 17@25c. and bulls at 19@23c. asked.

COUNTRY HIDES steady but slow. There is a moderate call for extremes of April take-off at the maximum level of 21c. and some inquiry for April buffs at a trifle under the maximum. Tanners as a general rule are inclined to favor the original lots in the country as against the local holdings, due possibly to one less wetting, thus making the hides better suited for Government needs in colors. Some outside dealers express a willingness to sell 50@60 lb. buffs at a bit under fixed levels and will also move the over 60 lbs. goods at concessions. There is virtually no call for May stuff, due to presence of grubs. Local dealers still have plenty of the April hides, mainly in the over 45 lbs. weights, and are getting but few May stuff. Outside dealers report being cleaned of April kill and hold nothing but Mays, which are grubby and which buyers decline to take at anything above April levels. All weights of seasonable hides are quoted at 17½@18½c. delivered basis, with May stuff quoted here at 20@21c. asked and paid as to varieties and assortments. Heavy steers locally are quoted at 20@21c.; heavy cows, 18@19c.; buffs, 18½@19c., with outside prices usually asked and inside about buyers' views. Extremes are firm at 21c.; branded hides at 15@16c. flat as to lots, with the inside about nominal market on average quality; bulls quoted at 15c. lately paid and glue hides 12@14c.

CALFSKINS firm. First salted city and packer calfskins are quoted at 44c. paid and bid. Stocks are meager. Outside city skins quoted at 38½c.; mixed quality last sold at 40@42½c. Country skins quoted at 34@35c. Deacons are steady at \$2.30@2.40 and light calf at \$2.50@2.60. Kipskins quoted at 24@27c., with late sales of mixed average

quality at 24½@25c. First salted city and packer skins are top at 27½c.

New York.

PACKER HIDES.—A small sale was made by an uptown packer of about 1,000@1,100 native branded cows at 23½@29½c. for lights and heavies and 18@24½c. for the branded varieties according to salting. Native steers are nominal at 32½c. Small packer hides quiet, but some inquiries are noted for nearby small packer steers, which are nominally held at 32½c.

COUNTRY HIDES.—The demand for good quality extremes continues, and full prices are obtained for choice lots. Dealers are finding it difficult to realize full maximum prices on May forward hides, and buyers' ideas are not over 21c. for extremes and about 20c. for buffs. Tanners are still slow in buying old grubby lots, but on all extremes previous to May 1 and of good quality shippers are finding easy sailing and top prices are realized when stock is offered. Hides of this description, however, are becoming scarce. About 800 Middle West all weight cows, running 75@80 per cent. extremes and nearly all winter stock, sold at 18½c. selected. A car of choice Ohio May and June extremes is offered at 22c. A small lot of New England all weight cows sold at 18c. flat, and another small lot of May forward heavy bulls sold at 15c. flat. Several lots of Middle West bulls not over one-fifth grubby sold at 15c. flat. A few sales of Southern are reported at maximum prices according to sections, etc.

CALFSKINS.—The market is strong and closely sold up at full maximum prices to August 1. New York cities last sold at \$4, \$5 and \$6, and dealers report many inquiries for all varieties. Outside mixed cities are nominal at \$3.50, \$4.50 and \$5.50. Countries at \$3.25, \$4.25 and \$5.25.

HORSEHIDES.—The market is strong. Top prices are realized for all selections. Offerings in whole hides are few. Countries are nominal at \$7; dealers' mixed hides at \$7.50, and renderers' at \$8. Fronts are nominal at \$5.75@6.25, according to sections. Butts are in demand and nominal at \$2.90 for 22 inches and up and \$2.40 for 20@22 inches.

DRY HIDES.—The market rules steady to firm at maximum prices for all varieties. In common varieties small scattering sales have recently been made, but buyers as a rule are refraining from operating, and in all probability no sales of any consequence will be made until after the new price fixing meeting is held in Washington next week. The various group committees have recommended certain changes in prices, but nothing definite can be done until the hide, leather and tanning materials section of the War Industries Board meets and acts on the matter.

WET SALTED HIDES.—There is nothing new in River Plates. Tanners are interested in the apportionment of the quantities

of hides, for which licenses will be granted and shipping space allotted. Some inquiries are noted for Mexican, Cubans, Panamas, etc., but buyers generally are waiting the outcome of the price-fixing conference in Washington next week. Frigorifico steers are nominal at 31½c.; cows, 22@23c.

CHEMICAL AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, July 11, 1918.—Latest quotations on chemical and soapmakers' supplies are as follows: 74 @ 76 per cent. caustic soda, 4¼ @ 4½c. per lb.; 60 per cent. caustic soda, 4c. per lb.; 98 per cent. powdered caustic soda, 5¾ @ 6c. per lb.; 48 per cent. carbonate of soda, 2¾c. per lb.; 58 per cent. soda ash, 2¼ @ 2½c. per lb.; talc, 1½ @ 1¾c. per lb.; silic, \$15@20 per ton 2,000 lbs.

Clarified palm oil in casks, none on spot, not quotable; lagos palm oil in casks, none on spot, not quotable; yellow olive oil, none, not quotable; Cochin coconut oil, 19@21c. per lb.; Ceylon coconut oil, 18@18½c. per lb.; cottonseed oil, \$1.56@1.60 per gal.; Soya bean oil, 18¼ @ 18½c. per lb.; peanut oil, soapmakers' 5 per cent. acidity, \$1.70@1.75 per gal.

Prime city tallow, special, 17½c. per lb.; dynamite glycerine, 62@63c. per lb.; saponified glycerine, 49½ @ 50c. per lb.; crude soap lye glycerine, 44½ @ 50c. per lb.; chemically pure glycerine, 63@64c. per lb.; prime packers' grease, 16@16½c. per lb.

FOREIGN COMMERCIAL EXCHANGE.

New York, July 11, 1918.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days.....	4.72½
Cable transfers.....	4.76½
Demand sterling.....	4.75½
Commercial bills, sight.....	4.73½
Commercial, 60 days.....	4.71½
Commercial, 90 days.....	4.70½
Paris—	
Commercial, 60 days.....	5.77½
Commercial, sight.....	5.72½
Bankers' cables.....	5.69½
Bankers' checks.....	5.71½
Amsterdam—	
Commercial, sight.....	51½
Commercial, 60 days.....	51½
Bankers' sight.....	51½
Copenhagen—	
Bankers' sight.....	30.80
Bankers' cables.....	31.20

EXPORTS OF PROVISIONS

Exports of hog products for the week ending July 6, 1918, with comparisons:

PORK, BBLs.		BACON AND HAMS, LBS.	
To—	Week Ended July 18, 1918.	Week Ended July 17, '17, to July 18, 1918.	From Nov. 1, 1917.
United Kingdom.....	.....	.....	782
Continent.....	.....	.....	.....
So. & Cen. Am.....	287	.....	3,780
West Indies.....	944	.....	8,193
Br. No. Am. Col.....	2,082	.....	7,675
Other Countries.....	261	.....	1,026
Total.....	3,574	.....	21,438
LARD, LBS.		BACON AND HAMS, LBS.	
United Kingdom.....	12,168,000	754,000	394,449,000
Continent.....	2,067,000	73,000	168,873,000
So. & Cen. Am.....	66,000	.....	796,000
West Indies.....	1,876,000	.....	10,419,000
Br. No. Am. Col.....	52,000	.....	134,000
Other Countries.....	71,000	.....	2,168,000
Total.....	16,330,000	827,000	576,838,000
LARD, LBS.		BACON AND HAMS, LBS.	
United Kingdom.....	2,434,000	100,000	113,261,000
Continent.....	5,858,000	36,000	114,507,000
So. & Cen. Am.....	60,000	.....	1,098,000
West Indies.....	2,276,000	.....	14,750,000
Br. No. Am. Col.....	37,000	.....	123,000
Other Countries.....	.....	.....	296,000
Total.....	10,664,000	136,000	244,034,000

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, Bbls.	Bacon and Hams, Lbs.	Lard, Lbs.
New York.....	3,574	16,330,000	10,664,000
Total week.....	3,574	16,330,000	10,664,000
Previous week.....	.....	15,034,000	8,693,000
Two weeks ago.....	.....	6,111,000	5,675,000
Cor. week, 1917.....	.....	827,000	126,000

COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '17.	Same time to July 6, 1918.	last year.	Changes.
Pork, lbs.....	4,292,000	9,824,000	Dec. 5,531,000
Bacon & Hams, lbs.....	576,838,000	546,384,000	Inc. 30,454,000
Lard, lbs.....	244,034,000	268,429,000	Dec. 24,395,000

PACKING HOUSE ARCHITECTS AND ENGINEERS:

We want to help you, and will, if you will fill out this blank.

NAME.....STREET.....

CITY.....STATE.....

We are interested in (check item) Packing House.....

Abattoir.....Rendering Plant.....Creamery.....

Equipment.....Alterations.....Additions.....

C. H. A. Wannenwetsch & Co.

563 William Street

BUFFALO, N. Y.

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from The National Livestock Commission Co.)

Union Stock Yard, Chicago, July 10.

For the first three days of this week Chicago received approximately 37,000 cattle, as compared to 45,112 for the same period a week ago. Logically, the trade shows renewed signs of life even on the medium and low-priced cattle which a week ago suffered some decline, but the choice grades, as everybody knows, have never suffered any serious loss, and are at the high point of the season. On the medium, fair and low-priced cattle the chances are any change of consequence during the next 30 to 60 days will be toward a somewhat lower level, because it will not be many weeks before Northwest rangers start moving marketward, and by the middle of August a rather free movement of "rangers" is expected. Prime beefs of all weights are selling from \$17.50@18.10, good to choice grades \$17@17.50, medium to good kinds \$16.25@17, fair to medium \$15@16, and medium-weight cheap killers all the way from \$12@14.

Everything in the butcher-stuff line is meeting with ready acceptance, and the promptness with which the market responds to the stimulus of moderate receipts is prima facie evidence, we believe, of a continuance of the wonderful demand. Compared to the low time at last week's close the cows and heifers have reacted 25@40c. per cwt., and most of the supply consists of common medium and pretty fair kinds of grassy butcher-stuff, with a liberal percentage of lightweight heifers, which kinds are poorest sellers relatively and will undoubtedly continue to be hard to move for several months to come. The bull trade has regained the loss that occurred during the closing days of last week, and is fully steady with prices current a week ago. Calf market is higher with top vealers at 17c.

A year ago in August hogs sold up to 20c., then they declined 1½c., and the recession was followed by a reaction during the closing days of September which again carried the top close to 20c. mark. We have received numerous inquiries as to the prospects for the hog market during the same period of this year, in reply to which we believe it is quite proper to call attention to the fact that while the demand is phenomenal, yet conditions are quite different, inasmuch as a year ago the receipts dwindled to very meagre proportions during the period mentioned, while thus far this year the receipts of hogs at the eleven principal markets from Missouri River to Pittsburgh show an increase of approximately 2,000,000 over the same period a year ago, 360,000 increase over 1916, and 2,300,000 increase over 1915, all of which has resulted in quite an accumulation of the cured product. Furthermore, reports indicate that there will be at least an average supply of marketable hogs during the next 60 to 90 days, and an immense crop of healthy pigs that will grow into plenty of marketable hogs for the fall months. Wednesday's quotations on an active and 10@15c. higher market are as follows: Choice light and light butchers, \$17.20@17.35, top \$17.45; good, medium and choice heavy \$17.05@17.20; mixed packing grades, \$16.65@16.90; with plain heavy and rough packing from \$16@16.50.

With the market closed on the Fourth, sheep-house talent were surprised at the liberal run that showed up Friday morning a week ago, bulk of which came in direct to packers, giving them a pretty strong hammer with which to pound the market, and finally the day's crop on sale went over the scales

at a decline of 20@30c. cwt. Monday opened with more moderate receipts and a sharp, active demand and an advance of fully 25c. mand at a spread of \$12.75@13.50. Fed ewes per cwt. on the aged varieties, and followed with another advance of 25c. on Tuesday. Wednesday's receipts were estimated at only 6,000 head, and buyers were all looking to fill their orders, an advance of 25c. per cwt. having been paid during the early part of the session. Prices stand 35@50c. on sheep and fully 75c. on lambs above the closing range of last week. Quotations range as follows: Westerns: Good to choice lambs, \$18.65@19; fair to good yearlings, \$15.50@16.50; good to choice wethers, \$13.50@14; fat ewes, \$12.50@13; feeding lambs, \$15.50@16.25; feeding yearlings, \$12.50@13.50; feeding wethers, \$11@12; good to fancy yearling breeding ewes, \$17@18. Natives: Good to choice lambs, \$18.50@19; poor to medium, \$17.50@18; culls, \$14@15; fair to best wethers, \$13.50@14; good to choice yearlings, \$16.50@17; poor to medium, \$15@16; culls, \$12@13; good to choice ewes, \$12.50@13; poor to medium, \$11.50@12; culls, \$7@9; governments, \$4.50@5.50; yearling breeding ewes, \$15.50@17.50; good to choice aged ewes, \$14@15; short-mounted breeders, \$11@12

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., July 9.

The count in the cattle division for the week ending today totals 24,200, of which 3,400 were sold on the southern side. The run is not excessive in volume and consists for the most part of medium and common cattle. Prices have taken a decided upturn, following last week's break, and at this writing the market is strong and active. We are receiving a few cars of choice cattle which are ranging in price from \$17@17.25. The top figure in this range was paid on Mississippi cattle and also on some Missouri fed beefs. On Tuesday a load of Illinois bred and fed short-horn cattle averaging 1,445 brought \$18, which establishes a new high price record for this market. The bulk of our good killing cattle ranges from \$13@14, with some very good Oklahoma steers selling from \$13.50@16.75. South Texas caked on grass cattle went to scale at \$11@12.40 during the week, the top figure being paid for a train on Tuesday. Best cows are clearing at \$11@11.50, while a few odd sales of a few head are selling at 10@15c. higher. Medium to good cows range from \$8@9.50, canners and cutters \$7@7.75.

Hog receipts for the week ending today are the lightest for several months, the count being a little less than 35,000. The quality of the hogs is generally fair to good. The top for the week was made on Monday, when \$17.10 was paid for mixed and butchers and also light hogs. The market at this writing is 20@35c. higher than a week ago. Today's quotations are: Mixed and butchers, \$16.75@17.05; good heavys, \$16.90@16.95; rough, \$15.50@15.75; light, \$16.85@17; pigs, \$16.65@16.90; bulk, \$16.85@17.

Sheep receipts for the week approximate 19,000. The market has not shown much activity, but at that the clearances have been complete, there being no holdovers at all during the week. Prices have held to a fairly steady basis, although some of the sellers insist that the market is some lower. The buyers on the contrary figure that heavy fills and medium quality of the offerings would indicate the market not much if any lower. Handy weight mutton sheep are going to scale at around \$12, native lambs \$17.25@17.50, best Tennessee and Kentucky lambs up to \$18.

KANSAS CITY

(Special Letter to the National Provisioner.)

Kansas City Stock Yards, July 9.

Good cattle in every class sold steady, top steers \$18.35, a new high record on the Missouri River; medium and lower grades weak, receipts 15,000 head. Hogs sold steady to 5 higher, top \$17.15, receipts 14,000. Sheep and lambs continued without change; spring lambs \$18, supply 5,000. Prime Missouri corn and grass steers brought \$18.35 from the same pastures that furnished top steers at \$18, two weeks ago. Kansas grass steers were more plentiful today, sales at \$16@16.75 for good wintered steers, medium steers at \$11.50@15.50. Weighty grass steers are selling so well to packers that feeder buyers cannot take them, the margin between best grass steers and cornfeds being too small. Twenty loads arrived in the Quarantine division, and 3 cars sold at the top, \$13.50, weighing 1,000 lbs.; common steers down to \$8. Canner cows sold steady today at \$7@7.50, but calves are 50c@\$1 lower this week, heavy calves \$9@11, best veals \$14.50. Oklahoma sent a larger number of good grass cows yesterday and today, which sold at \$8.50@9.75, weights from 750 to 950 lbs.

Order buyers and speculators paid steady prices for hogs at the start, but packers bid lower. No transactions were made at prices first offered by packers, and the market gradually took on the steady range all around and late sales were sometimes 5c. higher. Best heavy hogs sold at \$17.15, medium weights \$17.10, lights \$17; bulk of sales, \$16.85@17.10. Receipts run below estimates nearly every day, suggesting scarcity and causing activity among buyers and stronger prices. Stock pigs are not meeting as keen demand as heretofore, sales this week mostly \$16.25@16.50.

Native spring lambs are selling at \$17.50@18, and shorn ewes at \$8@11.50. There is not much doing in feeding lambs, which are worth up to \$15, or in breeding ewes, which are worth from \$10 to \$16.50, according to age. Short mouth feeding ewes bring \$5@8, goats are unchanged, Angora brushers \$7.75.

OMAHA

(Special Letter to the National Provisioner.)

Union Stock Yards, Omaha, July 9.

Cattle continue to come in pretty liberal quantities, but offerings of late contain a larger proportion of warmed up and half-fed cattle. Receipts today amounted to 4,700 head, making 11,000 for the two days, or 3,000 short of a week ago. Trading opened draggy and slow on anything except the desirable heavy beefs. Best steers brought \$18.20, a shade lower than they would have brought at the best time. Good to choice steers were quotable from \$17.50@18.20. Medium to good steers were 10@15c. lower than yesterday at a spread of \$15@17 and on down for the warmed up. At the opening butcher stock, with the exception of medium cows and heifers, ruled steady to strong. A spread of \$8@11.50 catching most of the cows and heifers. Stockers and feeders were higher and 20@25c. better than the middle of last week. Western grass steers are beginning to come selling anywhere from \$8@14.75.

The hog trade met with its first sharp reverse in over a month today on a very heavy supply of 19,950 head. Packers bought the bulk of the offerings at a spread of \$16.35@16.55, the low end catching most of the sales. A late top of \$16.70 was registered for choice light shipping weights. As compared with a week ago trade is 20@30c. higher. All of the offerings were cleaned up by noon, however.

Fresh offerings in the sheep division amounted to 9,000 head, or 36 loads, made up mostly of western lambs. Trading was slow most of the morning, but prices paid were steady with yesterday, the most desirable western lambs going at \$18.65 for 70-pound averages. Fat yearlings were in fair demand brought anywhere from \$10@12.

ICE AND REFRIGERATION

NEW CORPORATIONS.

Woodridge, N. Y.—The Woodridge Farmers' Co-operative Creamery Co., Inc., Sullivan County, has been incorporated with a capital stock of \$50,000 by J. A. Eidel, Woodbourne; J. Wilson, Woodridge, and S. Horwitz, of Mountindale, N. Y.

Vernon, Oneida Co., N. Y.—The Uicco Creamery Co., Inc., to manufacture dairy and farm products, has been incorporated with a capital stock of \$25,000 by A. S. Owens, 20 Greenwood Court; A. G. Senior, 140 Thomas Street, Utica, and B. T. Gilbert, New Hartford, N. Y.

ICE NOTES.

Glenwood City, Wis.—The Hersey Creamery has been completely destroyed by fire.

Okanogan, Wash.—The Okanogan Creamery has been destroyed by fire. Origin of fire unknown.

Tulsa, Okla.—An addition, 225x140 ft., and to cost \$65,000, will be built by the Tulsa Storage & Distributing Co.

Montreal, Canada.—Fire destroyed several ice houses belonging to the Montreal Dairy Company. Cause of fire unknown.

New Augusta, Miss.—Equipment has been purchased by the Myers-Oliver Lumber Company for the installation of an ice plant.

Mobile, Ala.—Ten thousand dollars has been appropriated by the Navy Department, Washington, D. C., for an ice plant and passenger elevator for the Marine Hospital.

Garber, Okla.—It is reported that the installation of equipment to cost \$20,000 is being considered by the Garber Light & Ice Co., composed of William Musser and others.

QUICK REPAIRS TO AMMONIA LINES.

It was recently necessary for us to make a quick repair on one of our ammonia lines which necessitated cutting the pipe out of service and breaking the joint, says a writer in Refrigerating World. From previous experience we realized it would take some time

for the ammonia fumes contained in the line after draining it to dissipate and enable the workmen to proceed in comfort and safety. We did not have time to wait in this case, however, and it was necessary to break the line and begin work promptly.

We were able to do this by bringing into the room two good sized electric fans from the office for the purpose of blowing the escaping ammonia fumes away from the point where the men were working, the fans being so placed that they blew the fumes from the two open ends of the pipe towards the open windows. We also helped along the work of the fans by opening up a compressed air line which ran nearby, diverting a stream of air across the breaks in the line. This method saved us at least an hour's time, which, in the rush of a sudden warm spell, was an important matter in the operation of the plant.

PERMIT CERTAIN SWISS EXPORTS.

Owing to the fact that the rationing agreement of December 5, 1917, relating to exports from the United States to Switzerland, provides that the distribution in Switzerland of the articles exported under the agreement shall be governed by the rules and statutes of the Societe Suisse de Surveillance (usually referred to as the S. S. S.), and owing to the further fact that certain Swiss firms, who under the rules of the S. S. S. are entitled to receive shipments of American goods, fall within the definition of "enemies," with whom trading is prohibited by the Trading with the Enemy Act, except under license from the War Trade Board, the War Trade Board has issued a general license permitting American exporters to make shipments to such firms of rationed commodities without obtaining an individual enemy trade license covering the transaction, provided certain conditions are complied with. This authorization is set forth in War Trade Board ruling 153 as follows:

WHY not operate your Plant with the highest efficiency and economy.

Write us advising what you have been doing and what additions you have contemplated.

Our Engineering corps will advise you impartially the best type of plant for you to install and what you will need to reach the highest efficiency and lowest costs.

Get our New Fitting Catalog

Fitch Company
WAYNESBORO, PA. U.S.A.
ICE MACHINERY SUPERIOR SINCE 1882

New York, N. Y.

Philadelphia, Pa.

Baltimore, Md.

Pittsburgh, Pa.

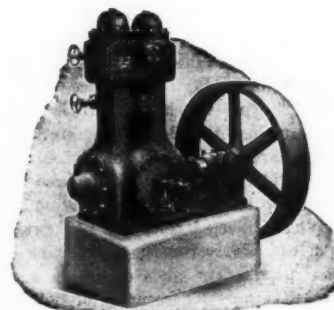
Atlanta, Ga.

Dallas, Texas

St. Louis, Mo.

Los Angeles, Cal.

Food Conservation



The use of Mechanical Refrigeration for the preservation of Food Products of all kinds, is strongly impressed upon us at this time.

From a business standpoint, however, it is as important to prevent spoilage in times of peace as it is in times of war. The slightest deterioration means a loss of profit, and probably the loss of a customer.

You can safeguard your business against such losses by using a York Mechanical Refrigerating Plant. Our Refrigerating Experts will gladly assist you in selecting the plant best suited for your particular needs.

This is simply a matter of good business—Write us.

York Manufacturing Co.

(Ice Making and Refrigerating Machinery Exclusively)

YORK, PA.

PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

Henry Bower Chemical Manufacturing Co., 29th Street and Gray's Ferry Road
PHILADELPHIA, PA.

Specify Bower Brand Anhydrous Ammonia which can be obtained from the following:

ATLANTA—M. & M. Warehouse Co.
BALTIMORE—Wernig Moving, Hauling & Stge. Co., 100 W. Lombard St.
BOSTON—G. W. Goerner, 40 Central St.
BUFFALO—Keystone Warehouse Co.
JACKSONVILLE—St. Elmo W. Acosta.

NEWARK—American Oil & Supply Co.
NEW YORK—Roessler & Haaslach Chemical Co., 100 William St.
NORFOLK—Henry Bower Chemical Mfg. Co., Agency, Cor. Front and First Sts.
PHILADELPHIA—Henry Bower Chemical Mfg. Co.

PITTSBURGH—Penna. Transfer Company, Duquesne Freight Station.
PROVIDENCE—Rhode Island Warehouse Co.
RICHMOND—Bowman Transfer & Stge. Co.
ROCHESTER—Rochester Carting Co.
TOLEDO—Moreton Truck & Storage Co.
WASHINGTON—Littlefield, Alvord & Co.

pursuant to the Executive Order of January 26, 1918.

"C. Such trading shall be limited to the delivery to such 'enemy' of commodities or articles enumerated in the several schedules annexed to said memorandum of December 5, 1917, subject to the conditions of said memorandum, and the receipt of payment therefor.

"D. Prior to receipt of payment by the person, firm or corporation in the United States, a certificate shall be issued in duplicate either by the S. S. S. or by a dealer only licensed by the Federal Reserve Board pursuant to the Executive Order of January 26, 1918, or by a foreign correspondent of such dealer, who has signed the declaration required to be signed by said order, certifying that such 'enemy' person, firm, or corporation is entitled to receive and has received or will receive delivery of said commodity pursuant to the provisions of said Article 3, and specifying the description, character and value thereof, and stating that no other certificate has been issued covering the same transaction.

"E. The person, firm or corporation in the United States receiving payment or engaging in said transaction shall retain one of said duplicate copies and forward the other copy to the Federal Reserve Board for filing."

PACKINGHOUSE SALESMANSHIP

(Continued from page 17.)

this new customer. He will add to the dividends.

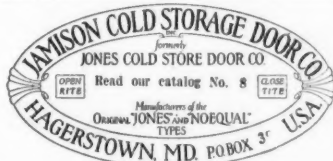
This analysis of territories is of great importance to non-inspected packinghouses which are located on state borders or which cannot compete with packers at other points on account of freight rates, delivery, etc.

When looking over the actual facts as to the real value of each individual account, the writer believes that many small disputes with customers can be eliminated, and that in general a better service to the trade is the result. The packer should never overlook the fact that the territory and the trade it contains is a dividend-paying asset.

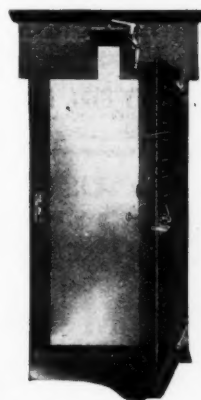
(Concluded next week.)

CUDAHY TO FINANCE GROWTH.

It is reported that the Cudahy Packing Company is arranging to sell \$10,000,000 five-year seven per cent. notes, to provide funds for the proper handling of the company's enormously increased business. This increase has been such as to demand additional working capital, as is the case with other packers. The strain put upon the entire meat industry to fill war orders and to perform its functions as one of the vital cogs in the war machine is greater than ignorant persons suspect. Politicians' talk of war profits will not take the place of sound financing necessary for the handling of enlarged business demands created by the war.



Stevenson Trap lifts when the door opens



and lowers forcibly as the door closes. It cannot be smashed by the trolley.

It fits the track snugly, avoiding loss of refrigeration. Our new cam action gives it positive, forcible action up and down.

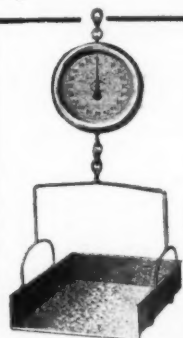
The Stevenson Door fitted with the Stevenson Elastic Hinge and Automatic Roller

Fastener, which does not slacken as it latches, makes a perfect cold storage door. The Stevenson Door properly made, as we do it, requires but one fastener for the tallest door.

Send for Booklet A

fully illustrating and describing Stevenson Doors—it will mean dollars saved for you.

Stevenson Cold Storage Door Co.
1500 West Fourth Street, Chester, Pa.



THERMOSEAL SCALES

have little or no vibration. Improved construction has made this scale rapid, reliable and thoroughly accurate regardless of temperature changes. Special regulating device keeps the scale in constant accurate adjustment.

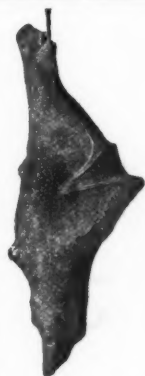
Send for literature regarding the Thermoseal Scale.

JOHN CHATILLON & SONS

ESTABLISHED 1835

85 Cliff Street

New York City



BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette Cloth and Bags for Covering Meat

WRITE US FOR INFORMATION AND PRICES.

WYNANTSKILL MFG. COMPANY
TROY, N. Y.

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PASSAIC, NEW JERSEY

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Metal Ring

HOG DEHAIRER

THE MOST REMARKABLE MACHINE EVER CONSTRUCTED FOR REMOVING HAIR AND SCURF FROM HOGS—ANY CAPACITY—

5 YEARS' CONTINUOUS OPERATION WITHOUT REPLACING A BEATER

SMALL FLOOR SPACE—LITTLE POWER—LOW COST—PERFECT WORK.

Write for Particulars, Illustration and Prices.

327 So. La Salle Street **Redfield Mechanical Co.**

Chicago

THE SMITH DRYER SINGLE CYLINDER

MADE IN 4 SIZES

3-Ft. 3-Ft. 6" 4-Ft. 5-Ft.
(Diameter) (Diameter) (Diameter) (Diameter)

ARRANGED FOR CHARGING FROM FLOOR WHERE DRYER SETS OR FROM FLOOR ABOVE CHARGING AND DISCHARGE OPENING IN HEADS.

IN USE BY ALL LEADING PACKING HOUSES AND ABATTOIRS THROUGHOUT U. S. AND EUROPE.

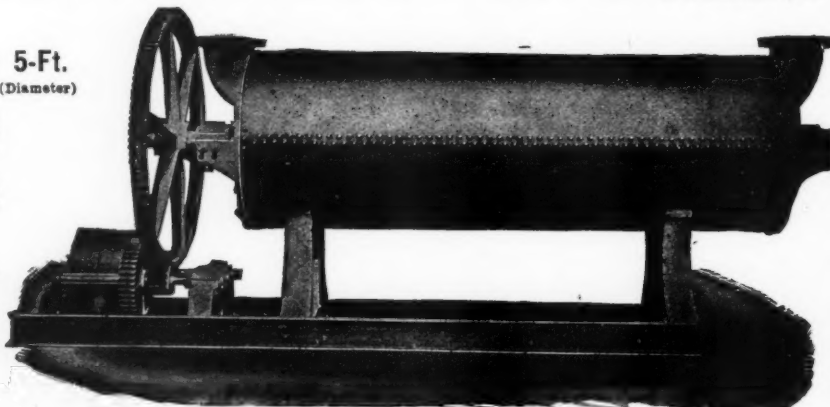
BUILDERS OF DRYERS FOR 40 YEARS.

RENDERING TANKS, LARD COOLERS, OLEO KETTLES, ETC.

Send for Prices

THEODORE SMITH & SONS' COMPANY

Foot of Essex St., JERSEY CITY, N. J.



SMITH COMPOUND GEARED DRIVE
Reduces Horse Power to Operate and Insures an Easy Running Machine

USE DOERING EQUIPMENT FOR A UNIFORM PRODUCT

Our Churns,
Melters,
Blenders, etc.

are Standard in the
up-to-date Margarine Plant.

For particulars write

C. DOERING & SON Inc.
1375 W. Lake St. Chicago, Ill.



FOR PURCHASING DEPARTMENTS

REDFIELD'S RED BOOK.

A handy and illuminating compendium of packinghouse and other industrial equipment is Redfield's Red Book, recently issued by the Redfield Mechanical Company of Chicago. It covers special machinery and apparatus for abattoirs, packinghouses and allied industries, and contains many pages of clear and detailed illustrations of machinery and equipment, with accompanying descriptive matter and specifications. It is a handy desk companion for the packer.

REPEAT "BOSS" U ORDERS.

The best recommendation for machines is a repeat order from well-known users. The Cudahy Brothers Co., Cudahy, Wis., which installed a "Boss" twin unit U hog dehairer last November, has just placed order for another twin unit with the manufacturers, The Cincinnati Butchers' Supply Co., Cincinnati, Ohio. Matthews-Blackwell, Ltd., of Canada, use three "Boss" U dehairers at Peterboro and Brantford, Ontario, and Hull, Quebec. The Cincinnati Butchers' Supply Co. will give all detail information on its dehairers or other "Boss" machines to any inquirer.

NEW PLANT AT OMAHA.

Construction has started on the new \$1,500,000 packing plant of the Skinner Packing Company at South Omaha, Neb. The company purchased forty acres of land adjoining the Omaha Union Stock Yards Company's property and purpose building an up-to-date packing plant.

Construction will be of steel reinforced concrete, in the flat slab system, with an abundance of light and ventilation. The plant will have a daily killing capacity of 3,000 hogs, 500 cattle, and 2,000 sheep, and will be equipped with the most modern machinery for the manufacture of a general line of packinghouse products and specialties. Messrs. Lloyd and Paul Skinner are well known specialists in food production. The company will do a jobbing as well as a carload and mixed carload business.

Chas. F. Kamrath is the construction engineer. He is permanently connected with the company and will have entire charge of the construction of the plant. H. C. Christensen & Co., of Chicago, are the architects.

YORK REFRIGERATING EQUIPMENT.

Since their last report of May 20 the York Manufacturing Co., York, Pa., report having made the following installations of refrigerating machinery and equipment, in addition to those given in a recent issue of The National Provisioner:

Pennsylvania Railroad Co. (cold storage), Chicago, Ill.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Van Camp Packing Co., Bryan, Ohio; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Van Camp Packing Co., Sawyer, Wis. (milk condensery); one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Van Camp Packing Co. (milk condensery), Watertown, Wis.; one 12-ton vertical single-

acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Bridgeman-Russell Co. (creamery), Jamestown, N. Dak.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Purity Creamery Co., Waco, Texas; another 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Steamship "Yuma," Brooklyn, N. Y.; a one-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Nolde Brothers (bakery), Richmond, Va.; one 6-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Smith Dairy Farm, Aberdeen, Wash.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Kanawha Velvet Ice Cream Co., Charleston, W. Va.; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Wegner Machine Co., Buffalo, New York; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete. This installation will be made in the Hofbrau Restaurant, Buffalo, N. Y.

Woodman Park Inn (apartment hotel), Washington, D. C.; one 15-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Borden's Condensed Milk Co., New York, N. Y.; one 15-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Supplee-Wills-Jones Milk Co. (dairy), Spartanburg, Pa.; one 8-ton vertical single-acting enclosed type refrigerating machine and high pressure side complete; machine direct connected to a vertical enclosed type slide valve engine.

Steamship "Keyvive," Ashtabula Harbor, Ohio; one one-ton vertical single-acting enclosed type refrigerating machine, direct connected to a vertical enclosed type slide valve engine, and high pressure side complete.

Cosmos Club, Washington, D. C.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete, also one automatic can filler.

Verner Springs Water Co. (bottlers), Greenville, S. C.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

M. Milligan (residence), Edgeworth, Pa.; a quarter-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Holmes & Co. (bakery), Washington, D. C.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Union Trust Company, Harrisburg, Pa.; a one-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Purity Ice Cream Corporation, Petersburg, Va.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete. This is in addition to their 20-ton York machine.

Willard & Daggett (fish market), Portland, Maine; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete, also miscellaneous fittings and piping for storage room.

United States Industrial Alcohol Co., Curtis Bay, Md.; one 6-ton vertical single-acting enclosed type refrigerating machine, direct connected to a vertical enclosed type slide-valve engine, and high pressure side complete.

M. T. Garvin & Co. (cooling drinking water and cold storage), Lancaster, Pa.; a one-ton vertical single-acting belt-driven enclosed type refrigerating machine and high pressure side complete.

Arctic Ice and Coal Co., Winston-Salem, N. C.; for whom we installed a 4-ton refrigerating machine the early part of this year, one 20-in. by 8-ft. vertical ammonia drier-cooler-purifier.

G. B. Morrow, Lancaster, Pa.; one 300-lb. geared can hoist and crane.

Iowa Packing Co., Des Moines, Iowa; 24 coils of atmospheric ammonia condensers, each coil 20 ft. long, 18 pipes high, made of 2-in. full weight piping.

Clearfield Brewing Co., Clearfield, Pa.; one 16-in. by 8-ft. vertical ammonia drier-cooler-purifier, and the necessary material for changing their two York freezing tanks to operate on the York improved flooded system.

Newport News & Hampton Railway, Gas & Electric Co., Hampton, Va.; one 12-in. by 6-ft. vertical ammonia distiller.

Central Brewery, East St. Louis, Ill.; one 26-in. by 28-in. Corliss steam cylinder.

Penrose & McEniry (Cohoes Brewery), Cohoes, N. Y.; two coils of Flooded atmospheric ammonia condensers, each coil 20 ft. long, 12 pipes high, made of 2-in. pipe.

Bessemer Ice & Coal Co., Bessemer, Ala.; two coils of atmospheric flooded ammonia condensers, each coil 20 ft. long, 12 pipes high, made of 2-in. extra heavy pipe.

Midlothian Ice & Water Co., Midlothian, Texas; one coil of Flooded atmospheric ammonia condenser, 20 ft. long, 12 pipes high, made of 2-in. pipe.

Belle Mead Sweets Co., Trenton, N. J.; two coils of Flooded atmospheric ammonia condensers, each 20 ft. long, 18 pipes high, made of 2-in. pipe.

Ward Baking Co., Pittsburgh, Pa.; one 20 in. by 8 ft., vertical ammonia drier-cooler-purifier and three coils of Flooded atmospheric ammonia condensers, each 20 ft. long, 12 pipes high, made of 2-in. pipe.

R. G. Nicholson, Chestertown, Md.; two 16 in. by 7 ft. vertical ammonia drier-cooler-purifiers.

P. B. Hess, New Holland, Pa.; one 300-lb. geared hand can hoist and crane, also the necessary material and apparatus for changing his freezing tank to operate on the York improved raw water system.

Port Neches Ice Co., Port Neches, Texas; one 16 in. by 8 ft. vertical ammonia drier-cooler-purifier.

Gatesville Ice Co., Gatesville, Texas; one 16 in. by 8 ft. vertical ammonia drier-cooler-purifier.

Standard Oil Co., El Segundo, Cal.; the necessary fittings and apparatus for converting their ammonia condenser to the Flooded atmospheric type, 20 ft. long, 12 pipes high, made of 2-in. pipe.

Booth Bay Fisheries, Booth Bay, Maine; two Flooded atmospheric ammonia condensers, each 20 ft. long, 12 pipes high, made of 2-in. pipe.

Carolina Ice & Packing Co., Darlington, S. C.; one 16 in. by 15 in. Corliss steam cylinder.

Consumers Ice Co., Charleston, S. C.; two 300-lb. geared hand can hoists.

M. J. Palson, Rockport, Mass.; 4 coils of double pipe counter-current ammonia heat exchanges, each 19 ft. long, 22 pipes high, made of 1 1/4-in. and 2-in. pipe.

Arctic Ice & Cold Storage Co., Buffalo, N. Y.; two double 300-lb. ice can tip boards.

Arctic Ice Cream Co., Detroit, Mich.; two double pipe counter-current ammonia condensers, each 19 ft. long, 12 pipes high, made of 1 1/4-in. and 2-in. pipe.

Valley Ice Co., Beaver Falls, Pa.; two 12-in. horizontal belt-driven agitators.

Harder Candy Co., Toledo, Ohio; two double-current ammonia condensers, each 19 ft. long, 8 pipes high, made of 1 1/4-in. and 2-in. pipe.

Mathieson Alkali Works, Saltville, Va.; ten atmospheric ammonia condensers, each 20 ft. long, 18 pipes high, made of 2-in. pipe.

Tucumcari Ice & Coal Co., Tucumcari, N. M.; one 12 in. by 6 ft. vertical ammonia drier-cooler-purifier.

Chicago Section

Board of Trade memberships are selling around \$5,000—net to the buyer.

What profiteth a man if he gaineth the whole world and lose his own soul? Beware, you profiteers!

A regiment made up of crack (not cracked) actors and paroled convicts, said Uptub, would keep the stars and stripes together. Biff!

Swift & Company's sales of beef in Chicago for the week ending Saturday, July 6, 1918, averaged as follows: Domestic beef, 18.18 cents per pound.

Sam Stretch—spicy, smiling, spruce, sassy old Sam—will be in Chicago, Monday the 15th. He also stables at the Atlantic. Welcum tew our settee, Samivel.

The lives of some men (still living) must remind us, forcibly from time to time, when they depart they'll leave behind them footprints in the Sands of Crime!

"How's that old crank of a paw of yours?" said the swain to his Jane. Jane turned a pair of dim lamps on Jake and said: "Not very well. The Doctor says he ought to go somewhere, but Paw can't decide where." "Huh!" said Jake, "I told him where to go afore Doc seen him, but he ain't gone!"

After a while, if the packers keep on using department store space in our daily papers, they may get a little free notice now and again, and not adverse at that. The power of the press is unquestionable for good or evil, and advertisement—not to mention education—hath weight and power in many ways.

Some people seem to think it presumptuous for the other fellow to assert his rights, speak up for himself, as it were. Has he not, as a respectable patriotic citizen a moral

right to do so? Also some seem to think the other fellow is not fitted to associate with them, without considering their fitness to associate with him. Be honest, be square, be respectful where respect is due, and so on, as behooves a "white" man. But for heaven's sake don't stand in awe of anything that has to wear pants!

STOCK YARDS BASEBALL.

The standing in the Stock Yards Baseball League after the games of July 6 was as follows:

	Won.	Lost.	Pct.
Swift & Company.....	8	2	.800
Libby, McNeill & Libby....	8	2	.800
Armour & Company.....	6	4	.600
Wilson & Company.....	5	5	.500
Roberts & Oake.....	2	8	.200
Armour Soap Works.....	1	9	.100

Scores on July 6 were: Swift & Company 9, Wilson & Company 4; Libby, McNeill & Libby 9, Roberts & Oake 0; Armour & Company 8, Armour Soap Works 4. Games on Saturday, July 13, will be: Armour Soap Works vs. Wilson & Company, at Hamilton Park; Libby, McNeill & Libby vs. Armour Soap Works, at Hamilton Park; Swift & Company vs. Roberts & Oake, at Ogden Park. No games scheduled for July 20.

A LITTLE "COLOR" FROM OVER THERE.

The following, in a letter from France, was told to the writer by the Colonel of a famous New York colored regiment anent his "boys" "ovah theah":

Bunkie to runner ready to start out with "dangerous" message: "Is yoh gun all

loadid?" "No! yuh fool niggah. Whoeverah heahd of a gun bein' loadid?" "So dat's it, huh? Yoh ain't a-goin' to fiah it at 'em. Yoh is goin' to thoh it at 'em, huh?"

Brigaded with French troops, they were given some "vin ordinaire," which they tried and found sadly wanting; so they boiled it and still it was unsatisfactory; so they added sugar and something else and boiled it some more, and got outside it about twilight, and shortly after the whole gang was found up on the edge of the support trench "defiahing them thah dam'd bush Huns to come out an' fite," as one of 'em explained.

Another said: "Dese dewdads dey uses in modehn wahfahe is all rite foh white folks, but all ah wants is a good razah, a quaht o' gin, an' some one to point out de way to Buhlin!"

Another, with comrades in a dugout while the Huns were shelling the town behind, on hearing the peculiar—and particularly loud in this instance—sound of an approaching shell, said: "Mah only hope is dat de main-spring of dat thing doan give out when it's right ovah we-uns!"

Defense of coon in petty courtmartial for being absent a few days "without leave." "Cap'n, suh! As Gawd is mah judge an' witness—an' yo know, Cap'n, ah wud nevva say dat lessn ah was tellin de trufe—ah wuz coming towahd camp when ah met up wif a buhd man a-fixin his masheen, an' he sed: 'Alf, hole dem rods while ah tighten 'em,' and when he'd done he said: 'Alf, hewd yuh laik tew take a ride fer a mile or so,' an' ah sed suah! but lemme out sos ah can git back tew camp in time.' Well, Cap'n, suh, we stahted, an' dat buhd man he couln't stop dat masheen 'ntil we wuz somewheres neah de Swiss bohdeh, and den he landed and bust de masheen, an' ah had tew hoof it back. And dat's how it tuk me so long, and' dat's de hones tew Gawd trufe, Cap'n, suh!"

THE STADLER ENGINEERING CO.

ARCHITECTS AND ENGINEERS

Specialists in Abattoirs, Packing Houses, Garbage Reduction Plants and Cold Storage Warehouses. Chas. Stadler, Chief Engr. For 12 years chief supervisor with Sulzberger & Sons Co. (Wilson & Co.) Room 943, Webster Building, Chicago, Ill.

H. P. Henschien R. J. McLaren

HENSCHIE & McLAREN

Architects

Old Colony Bldg. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE
CONSTRUCTION.

H. C. GARDNER F. A. LINDBERG

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ENGINEERS

Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
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CHEMICAL & ENGINEERING CO.

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Chemical control of Packing Plants. Yearly contracts solicited.

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Greases, Tallows, Oils
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Tankage, Bones, Hoghair

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PACKERS ARCHITECTURAL & ENGINEERING CO.

WM. H. KNEHANS, Chief Engineer

ABATTOIR PACKING & COLD STORAGE PLANTS

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MUST BE GOOD TO OBTAIN
SATISFACTORY RESULTS

"AND YOU CAN'T BEAT CORK!"

THAS A FACK!—BRACK an MACK

OUR BOOKLET WILL INTEREST YOU

WRITE US! **THE UNION INSULATING CO., Great Northern Building, CHICAGO**

ANHYDROUS SUPREME AMMONIA

"EVERY OUNCE ENERGIZES"
NH₃

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

All parties desiring to use our Supreme Brand Anhydrous Ammonia for the purpose of food preservation and ice making should write us at once asking that their names be placed on the 1918 list.

MORRIS & COMPANY

Chicago, Union Stock Yards

Established 1877
W. G. PRESS & CO.
175 W. Jackson Bl'vd, Chicago
PORK, LARD, SHORTRIBS
For Future Delivery
GRAIN Correspondence Solicited **STOCKS**

WORTHEN, TROTT & SULLIVAN 200 Produce Exchange
New York, N. Y.
successors to M. FRANKFORT, established 1884
BROKERS AND COMMISSION MERCHANTS
OLEO OIL—OLEO STOCK—NEUTRAL LARD—COTTON OIL—OLEO STEARINE
COCOANUT OIL
United States Food Administration License Number G-02091

John Agar Co.
Union Stock Yards CHICAGO, ILL.
Packers and Commission Slaughterers
Beef, Pork and Mutton
Members of the American Meat
Packers' Association

CHICAGO PACKING COMPANY
Beef and Pork Packers
Boneless Beef Cuts
Sausage Materials
Commission Slaughterers
U. S. GOVERNMENT INSPECTION
Correspondence Solicited
UNION STOCK YARDS
CHICAGO

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

Works:
ST. LOUIS

General Sales Dept., Old Colony Bldg.
CHICAGO

67 Second St.
SAN FRANCISCO

Watch Page 48 for Business Chances

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, July 1.....	19,824	2,308	44,653	18,507
Tuesday, July 2.....	17,862	5,098	43,438	10,769
Wednesday, July 3.....	7,426	1,090	17,763	11,211
Thursday, July 4.....	Holiday.			
Friday, July 5.....	8,046	2,768	20,233	23,090
Saturday, July 6.....	1,500	200	8,000	1,000
Total for week.....	54,158	12,062	134,087	65,477
Previous week.....	44,340	12,303	119,717	78,292
Year ago.....	39,254	10,581	102,393	38,164
Two years ago.....	37,518	6,845	120,414	73,132

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, July 1.....	2,572	91	1,557	1,229
Tuesday, July 2.....	2,438		906	1,888
Wednesday, July 3.....	4,000	96	663	4,381
Thursday, July 4.....	Holiday.			
Friday, July 5.....	1,854	8	1,461	943
Saturday, July 6.....	300	50	500	2,000
Total for week.....	11,170	215	5,087	10,441
Previous week.....	10,702	198	11,267	11,069
Year ago.....	8,653	52	11,265	2,429
Two years ago.....	9,502	10	12,742	5,713

TOTALS FOR YEAR TO DATE.

	1918.	1917.
Cattle.....	1,075,529	1,378,216
Hogs.....	4,713,592	4,279,122
Sheep.....	1,599,133	1,650,516

Combined receipts at eleven points:

Week ending July 6, 1918.....	431,000
Previous week.....	534,000
Cor. week, 1917.....	388,000
Cor. week, 1916.....	426,000
Cor. week, 1915.....	427,000
Total year to date.....	17,051,000
Same period, 1917.....	15,135,000
Same period, 1916.....	16,743,000
Same period, 1915.....	14,808,000

Combined receipts at seven points for 1917 to July 6, 1918, and the same period a year ago:

	Cattle.	Hogs.	Sheep.
This week.....	165,000	381,000	148,000
Previous week.....	159,000	432,000	195,000
1917.....	127,000	301,000	96,000
1916.....	112,000	359,000	147,000
1915.....	118,000	337,000	166,000

TOTALS FOR YEAR TO DATE.

Combined receipts at seven points for 1918 to date and the corresponding period of 1917 and 1916:

	Cattle.	Hogs.	Sheep.
1918.....	5,299,000	13,901,000	4,194,000
1917.....	4,479,000	12,506,000	4,375,000
1916.....	3,739,000	13,748,000	4,768,000

CHICAGO PACKERS' HOG SLAUGHTER.

Armour & Co.....	22,900
Anglo-American.....	9,100
Swift & Co.....	21,500
Hammond Co.....	11,300
Morris & Co.....	11,100
Wilson & Co.....	13,200
Boyd-Lunham.....	6,700
Western Packing Co.....	9,400
Roberts & Oake.....	5,200
Miller & Hart.....	3,500
Independent Packing Co.....	4,000
Brennan Packing Co.....	4,800
Others.....	10,900
Totals.....	123,900
Previous week.....	113,100
Year ago.....	92,900

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$15.80	\$16.75	\$12.00	\$18.60
Previous week.....	16.00	16.55	12.00	16.25
Cor. week, 1917.....	12.20	15.30	9.00	16.25
Cor. week, 1916.....	9.50	9.95	7.20	10.70
Cor. week, 1915.....	9.45	7.45	6.00	9.50
Cor. week, 1914.....	8.95	8.60	5.40	9.00
Cor. week, 1913.....	8.35	8.60	5.40	9.00
Cor. week, 1912.....	8.35	9.00	4.40	7.70
Cor. week, 1911.....	7.75	7.47	4.25	7.50
Cor. week, 1910.....	6.15	6.59	4.00	6.05

CATTLE.

Choice to fancy steers.....	\$16.50@18.00
Good to choice steers.....	15.50@16.50
Plain to good steers.....	11.50@15.50
Yearlings, good to choice.....	11.00@17.50
Stockers and feeders.....	8.50@13.00
Good to prime cows.....	9.50@13.50
Fair to prime heifers.....	10.00@14.50

Fair to good cows.....	8.00@ 9.50
Canners.....	6.75@ 7.35
Cutters.....	7.30@ 7.85
Bologna butts.....	9.00@ 9.75
Butcher bulls.....	10.00@12.00
Heavy calves.....	9.00@11.00
Veal calves.....	15.75@17.00

HOGS.

Prime light butchers.....	\$17.10@17.40
Fair to good light.....	16.50@17.50
Medium weight butchers, 225-250 lbs.....	16.85@17.25
Heavy weight butchers, 260-450 lbs.....	16.75@17.15
Choice packers.....	16.45@16.90
Rough and heavy packing.....	16.25@16.50
Pigs, fair to good.....	16.00@17.00
Stags (subject to 70 lbs. dockage).....	15.00@16.50

SHEEP.

Western lambs, good to choice.....	\$18.00@18.75
Native lambs, good to choice.....	17.75@18.50
Yearlings.....	15.00@16.25
Wethers, good to choice.....	12.00@13.25
Ewes, fair to choice.....	11.00@12.75

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, JULY 6, 1918.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
July.....	44.60	44.60	44.45	44.45
Sept.....	45.10	45.10	44.80	44.80
LARD—(Per 100 lbs.)—				
July.....	26.00	26.00	25.97	25.97
Sept.....	26.25	26.25	26.10	26.10
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.00	24.00	24.05	24.05
Sept.....	24.60	24.60	24.50	24.50

MONDAY, JULY 8, 1918.

PORK—(Per bbl.)—				
July.....	45.45	45.45	44.10	44.20
Sept.....	45.80	45.80	44.80	44.80
LARD—(Per 100 lbs.)—				
July.....	26.25	26.27	26.05	26.10
Sept.....	26.25	26.40	26.17	26.20
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.15	24.17	24.05	24.05
Sept.....	24.65	24.75	24.57	24.60

TUESDAY, JULY 9, 1918.

PORK—(Per bbl.)—				
July.....	44.75	45.00	44.75	44.40
Sept.....	45.10	45.10	44.80	44.80
LARD—(Per 100 lbs.)—				
July.....	25.95	26.17	25.95	26.17
Sept.....	26.05	26.25	26.05	26.25
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.15	24.17	24.05	24.25
Sept.....	24.65	24.72	24.45	24.72

WEDNESDAY, JULY 10, 1918.

PORK—(Per bbl.)—				
July.....	44.75	45.00	44.75	44.40
Sept.....	45.10	45.10	44.80	44.80
LARD—(Per 100 lbs.)—				
July.....	25.95	26.17	25.95	26.17
Sept.....	26.05	26.25	26.05	26.25
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.15	24.17	24.05	24.25
Sept.....	24.65	24.72	24.45	24.72

THURSDAY, JULY 11, 1918.

PORK—(Per bbl.)—				
July.....	44.75	45.00	44.75	44.40
Sept.....	45.10	45.10	44.80	44.80
LARD—(Per 100 lbs.)—				
July.....	25.95	26.17	25.95	26.17
Sept.....	26.05	26.25	26.05	26.25
RIBS—(Boxed, 25c. more than loose)—				
July.....	24.15	24.17	24.05	24.25
Sept.....	24.65	24.72	24.45	24.72

We will be in the market for

HORNS

again in a few months. Please remember us if you have horns to offer.

NOYES COMB COMPANY
Binghamton New York

FRIDAY, JULY 12, 1918.

PORK—(Per bbl.)—			
July.....	45.50	45.50	44.75
September.....	45.50	45.25	44.25
LARD—(Per 100 lbs.)—			
July.....	26.35	26.35	26.30
September.....	26.37	26.37	26.30
RIBS—(Boxed, 25c. more than loose)—			
July.....	24.35	24.35	24.30
September.....	24.80	24.82	24.72

†Bld. †asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.

Native Rib Roast.....	35	40
Native Sirloin Steaks.....	35	40
Native Porterhouse Steaks.....	40	50
Native Pot Roasts.....	25	30
Rib Roasts from light cattle.....	25	30
Beef Stew.....	15	20
Boneless Corned Briskets, Native.....	25	30
Corned Rumps, Native.....	25	30
Corned Ribs.....	20	22
Corned Flanks.....	20	22
Round Steaks.....	25	30
Round Roasts.....	25	30
Shoulder Roasts.....	25	30
Shoulder Neck End, Trimmed.....	22	25

Lamb.

Hind Quarters, fancy.....	35	45
Fore Quarters, fancy.....	30	38
Legs, fancy.....	35	38
Stew.....	20	28
Chops, shoulder, per lb.....	30	32
Chops, rib and loin, per lb.....	40	45
Chops, French, each.....	15	18

Mutton.

Legs.....	22	25
Stew.....	10	18
Shoulders.....	22	25
Shoulder Steaks.....	24	25
Hind Quarters.....	25	28
Fore Quarters.....	18	22
Rib and Loin Chops.....	30	35
Shoulder Chops.....	25	28

Pork.

Pork Loin.....	30	32
Pork Chops.....	30	32
Pork Shoulders.....	25	28
Pork Tenders.....	40	45
Pork Butts.....	28	30
Spare Ribs.....	18	20
Hocks.....	20	22
Pigs' Heads.....	18	20
Leaf Lard.....	30	35

Veal.

Hind Quarters.....	25	30
Fore Quarters.....	16	20
Legs.....	25	28
Breasts.....	20	25
Shoulders.....	20	25
Cutlets.....	40	45
Rib and Loin Chops.....	30	35

Butchers' Offal.

Suet.....	18	20
Tallow.....	7	10
Bones, per cwt.....	1	1 1/4
Calfskins, 8 to 15 lbs.....	38	40
Calfskins, under 18 lbs. (decrease).....	75	80
Kips.....	22	25
Heavy calves.....	12.00@16.00	
Veal calves.....	20.00@23.00	

STERNE & SON CO.

Just Brokers

Tallow, Grease, Stearine
Animal and Vegetable Fats and Oils.
Postal Tel. Bldg. Chicago

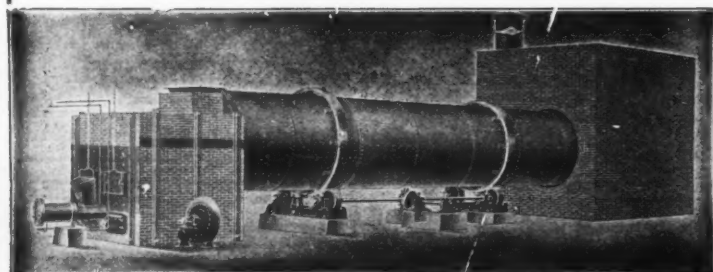
POELS & BREWSTER

32 Broadway New York

Import Agents

Hides, Skins, Pickled Pelts,
Wool, Tallow and Casings

DRYERS AND CONTINUOUS PRESSES

Economical—Efficient
—Great Capacity

SAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALL

For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

American Process Co.
68 William St. New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers.....	24 1/4 @ 25 1/4
Good native steers.....	23 1/4 @ 24 1/4
Native steers, medium.....	22 1/4 @ 23 1/4
Heifers, good.....	20 @ 21
Cows.....	18 @ 19
Hind Quarters, choice.....	30
Fore Quarters, choice.....	20
Beef Cuts.	
Beef Tenderloins, No. 1.....	45
Beef Tenderloins, No. 2.....	42
Steer Loins, No. 1.....	36
Steer Loins, No. 2.....	34
Steer Short Loins, No. 1.....	47 1/4
Steer Short Loins, No. 2.....	43 1/4
Steer Loin Ends (hips).....	34
Steer Loin Ends, No. 2.....	32
Cow Short Loins.....	16 1/2 @ 25 1/2
Cow Loin Ends (hips).....	16
Cow Loins.....	16
Sirloin Butts, No. 3.....	30
Strip loins No. 3.....	25
Steer Ribs, No. 1.....	30
Steer Ribs, No. 2.....	28
Cow Ribs, No. 1.....	23 1/4
Cow Ribs, No. 2.....	20 1/4
Cow Ribs, No. 3.....	10 1/4 @ 10 1/2
Steer Ribs, No. 1.....	28
Steer Ribs, No. 2.....	25
Cow Ribs, No. 1.....	16 1/2 @ 17 1/4
Flank Steak.....	26
Rump Butts.....	17
Steer Chucks, No. 1.....	23
Steer Chucks, No. 2.....	22
Cow Chucks.....	21 1/4
Boneless Chucks.....	21
Steer Plates.....	18
Medium Plates.....	16 1/2
Briskets, No. 1.....	20
Briskets, No. 2.....	17
Shoulder Clods.....	25
Steer Navel Ends.....	16
Cow Navel Ends.....	15
Fore Shanks.....	12 1/2 @ 13
Hind Shanks.....	9 @ 9 1/4
Hanging Tenderloins.....	20
Trimnings.....	10 1/4
Beef Product.	
Brains, per lb.....	10 1/2 @ 11
Hearts.....	11 1/2 @ 12
Tongues.....	19 @ 24
Sweetbreads.....	18 @ 24
Ox Tail, per lb.....	11 1/4
Fresh tripe, blin.....	9 @ 9 1/4
Fresh Tripe, H. C.....	9 @ 9 1/4
Livers.....	10 1/2 @ 11 1/2
Kidneys, per lb.....	7
Veal.	
Heavy Carcass, Veal.....	17 1/2 @ 19 1/4
Light Carcass.....	22 @ 24 1/4
Good Carcass.....	25 @ 26 1/4
Good Saddles.....	28 @ 30
Medium Racks.....	28 @ 30
Good Racks.....	19 @ 20
Veal Product.	
Brains, each.....	10 1/2 @ 11
Sweetbreads.....	24 1/4 @ 40
Calf Livers.....	22 @ 24
Lamb.	
Good Caul Lambs.....	28
Round Dressed Lambs.....	31
Saddles, Caul.....	32
R. D. Lamb Fores.....	28
Caul Lamb Fores.....	27
R. D. Lamb Saddles.....	33
Lamb Fries, per lb.....	18
Lamb Tongues, each.....	4
Lamb Kidneys, per lb.....	25
Mutton.	
Medium Sheep.....	25
Good Sheep.....	26
Medium Saddles.....	28
Good Saddles.....	30
Good Fores.....	24
Medium Racks.....	24
Mutton Legs.....	30
Mutton Loins.....	33
Mutton Stew.....	20
Sheep Tongues, each.....	4
Sheep Heads, each.....	11 1/2 @ 12
Fresh Pork, Etc.	
Dressed Hogs.....	25 1/4
Pork Loins.....	29
Leaf Lard.....	24 1/4
Tenderloins.....	38
Spare Ribs.....	14
Butts.....	24 1/4
Hocks.....	17
Trimnings.....	16
Extra Lean Trimnings.....	20
Tails.....	15 1/2
Shouts.....	11 1/2
Pigs' Feet.....	6
Pigs' Heads.....	12 1/4
Blade Bones.....	9
Blade Meat.....	18
Cheek Meat.....	15
Hog Livers, per lb.....	4
Neck Bones.....	8
Skinned Shoulders.....	12
Pork Hearts.....	12
Pork Kidneys, per lb.....	9
Pork Tongues.....	22
Slip Bones.....	10
Tail Bones.....	10
Brains.....	10 1/2 @ 11 1/4
Backfat.....	26 1/4
Hams.....	29
Calas.....	23
Beliles.....	36

SAUSAGE.

Columbia Cloth Bologna.....	17 1/4
Bologna, large, long, round, in casings.....	17
Choice Bologna.....	18
Frankfurters.....	23 1/4
Liver, with beef and pork.....	13
Tongue and blood.....	21 1/4
Mixed Sausage.....	19
New England Style Luncheon Sausage.....	21 1/4
Prepared Luncheon Sausage.....	21 1/4
Special Compressed Sausage.....	21 1/4
Berliner Sausage.....	21 1/4
Oxford Lean Butts.....	34 1/4
Polish Sausage.....	20
Garlic Sausage.....	20 1/4
Country Smoked Sausage.....	19
Pork Sausage, bulk or link.....	21 1/4
Pork Sausage, short link.....	21 1/4
Boneless lean butts in casings.....	40
Luncheon Roll.....	24
Delicatessen Loaf.....	22 1/4
Jellied Roll.....	20
Summer Sausage.	
D'Aries, new goods.....	35 1/4
Beef casing salami.....	35
Italian salami (new goods).....	37 1/4
Holsteiner.....	31 1/4
Metwurst.....	31 1/4
Farmer.....	32 1/4
Cervelat, new.....	40 1/4

Sausage in Brine.

Bologna, kts.....	2.30
Bologna, 1/2 @ 1/4.....	3.00 @ 10.50
Pork, link, kts.....	2.50
Pork, links, 1/4 @ 1/4.....	3.30 @ 11.55
Polish sausage, kts.....	2.50
Polish sausage, 1/4 @ 1/4.....	3.45 @ 12.00
Frankfurts, kts.....	2.00
Frankfurts, 1/4 @ 1/4.....	3.00 @ 12.75
Blood sausage, kts.....	2.30
Blood sausage, 1/4 @ 1/4.....	3.10 @ 11.50
Liver sausage, kts.....	2.50
Liver sausage, 1/4 @ 1/4.....	3.30 @ 11.00
Head cheese, kts.....	2.45
Head cheese, 1/4 @ 1/4.....	3.25 @ 11.25

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 337-lb. barrels.....	14.50
Pickled Plain Tripe, in 200-lb. barrels.....	13.30
Pickled H. C. Tripe, in 200-lb. barrels.....	16.00
Pickled Ox Lips, in 200-lb. barrels.....	—
Pickled Pork Snouts, in 200-lb. barrels.....	—
Sheep Tongues Short Cut, barrels.....	69.50

CANNED MEATS.

	Per doz.
Corned, hotted and roast beef, No. 1.....	4.10
Corned, hotted and roast beef, No. 2.....	7.95
Corned, hotted and roast beef, No. 6.....	28.50 @ 31.00
Corned beef hash, No. 1.....	1.80
Corned beef hash, No. 2.....	2.90
Hamburger steak and onion, No. 1.....	1.75
Hamburger steak and onion, No. 2.....	2.85
Vienna Sausage, No. 1.....	1.25
Vienna Sausage, No. 2.....	3.00
EXTRACT OF BEEF.	
2-oz. jars, 1 doz. in case.....	3.50
4-oz. jars, 1 doz. in case.....	6.75
8-oz. jars, 1/2 doz. in case.....	12.00
16-oz. jars, 1/4 doz. in case.....	21.00
BARELLED BEEF AND PORK.	
Extra Plate Beef, 200 lb. barrels.....	40.00
Plate Beef.....	39.00
Prime Mesa Beef.....	40.00
Mesa Beef.....	39.00
Beef Hams (220 lbs. to bbl.).....	—
Rump Butts.....	42.00
Mesa Pork.....	45.00
Clear Fat Backs.....	45.00
Family Back Pork.....	47.00
Bean Pork.....	37.50
LARD.	
Pure lard, kettle rendered, per lb., tes.....	28 1/4
Pure lard, substitute, tes.....	27 1/4
Lard compounds.....	23 1/4
Cooking oil, per gal., in barrels.....	21 1/4
Cooks' and bakers' shortening tubs.....	27 1/4
Barrels, 1/4 c. over tierces, half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces.....	—
BUTTERINE.	
1 to 6, natural color, solids, f. o. b. Chicago.....	26 1/4 @ 28
Cartons, rolls or prints, 1 lb.....	29
Cartons, rolls or prints, 2 @ 5 lbs.....	30 1/4
Sh-rindings 30 @ 60 lb. tubs.....	22
Stut margarine, prints, 1 lb.....	29 @ 30

DRY SALT MEATS.

Clear Bellies, 14 @ 16 avg.....	27.15
Clear Bellies, 18 @ 20 avg.....	27.00
Rib Bellies, 20 @ 25 avg.....	26.70
Fat Backs, 10 @ 12 avg.....	25.30
Fat Backs, 12 @ 14 avg.....	25.55
Fat Backs, 14 @ 16 avg.....	25.80
Extra Short Cleats.....	26.00
Extra Short Ribs.....	26.00
Butts.....	17.90
WHOLESALE SMOKED MEATS.	
Hams, 12 lbs., avg.....	32
Hams, 16 lbs., avg.....	30 1/4
Skinned Hams.....	32
Calas, 4 @ 6 lbs., avg.....	24
Calas, 6 @ 12 lbs., avg.....	21
New York Shoulders, 8 @ 12 lbs., avg.....	26 1/4
Breakfast Bacon, fancy.....	40
Dried Beef Sets.....	37 1/4
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.....	40 1/4
Wide, 5 @ 6 avg., and strip, 3 @ 4 avg.....	—

Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.....	32 1/4
Dried Beef Insides.....	42
Dried Beef Knuckles.....	39
Dried Beef Outsides.....	38 1/4
Skinned Botted Hams.....	42
Regular Botted Hams.....	41 1/4
Cooked Loin Rolls.....	35
Cooked Rolled Shoulder.....	43

SAUSAGE CASINGS.

F. O. B. CHICAGO.	
Beef rounds, per set.....	14
Beef export rounds.....	18
Beef middles, per set.....	28
Beef bungs, per piece.....	14
Beef weasands.....	8 1/4
Beef bladders, medium.....	60
Beef bladders, small, per doz.....	95
Hog casings, free of salt, regular.....	95
Hog casings, f. o. s., extra narrow.....	—
Hog middles, per set.....	20
Hog bungs export.....	21
Hog bungs, large.....	21
Hog bungs, medium.....	9
Hog bungs, narrow.....	6
Hog stomachs, per piece.....	10
Imported wide sheep casings.....	—
Imported medium wide sheep casings.....	—
Imported medium sheep casings.....	—

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

FERTILIZERS.

Dried blood, per unit.....	6.70 @ 6.75
Hoof meal, per unit.....	6.15 @ 6.20
Concentrated tankage, ground.....	6.15 @ 6.20
Ground tankage, 11%.....	6.60 @ 6.65
Ground tankage, 9 and 20%.....	6.50 @ 6.55
Crushed tankage, 9 and 20%.....	6.25 @ 6.30
Ground tankage, 6 1/2 and 30%.....	42.50 @ 45.00
Ground raw bone, per ton.....	37.50 @ 40.00
Ground steam bone, per ton.....	28.00 @ 30.00

HORNS, HOOF AND BONES.

Horns, No. 1, per ton.....	220.00 @ 225.00
Hoofs, black, per ton.....	65.00 @ 70.00
Hoofs, striped, per ton.....	65.00 @ 70.00
Hoofs, white, per ton.....	80.00 @ 85.00
Flat shin bones, 40 lbs., av. per ton.....	80.00 @ 85.00
Round shin bones, 35-40 lbs., av. per ton.....	80.00 @ 85.00
Round shin bones, 50-52 lbs., av. per ton.....	90.00 @ 95.00
Long thigh bones, 90-95 lbs., av. per ton.....	1.85 @ 1.70
Skulls, jaws and knuckles, per ton.....	45.00 @ 50.00

LARD.

Prime steam, cash.....	25.97 1/4
Prime steam, loose.....	25.17 1/4
Leaf.....	24.30
Compound.....	22.50
Neutral lard.....	27 @ 27 1/4

STEARINES.

Prime oleo.....	19
Tallow.....	18
Grease, yellow.....	18 1/4
Grease, A white.....	17 1/4

OILS.

Oleo oil, extra.....	25 1/4
Oleo oil, No. 2.....	24 1/4
Oleo stock.....	20 1/4 @ 21 1/4
Linseed, per gal.....	1.59 @ 1.60
Corn oil, loose.....	15 1/2 @ 16
Soya bean oil, seller tank, f. o. b. coast.....	15 1/2 @ 16

TALLOW.

Edible.....	18 1/4
Prime Country.....	17 1/4
Packers' prime.....	17 1/4 @ 17 1/2
Packers' No. 1.....	16 1/4 @ 17
Packers' No. 2.....	14 1/2 @ 15

GREASES.

White, choice.....	17 @ 17 1/4
White, "A".....	16 1/2 @ 16 1/4
White, "B".....	16 1/4 @ 16 1/2
Bone, naphtha extracted.....	12 @ 12 1/4
Crackling.....	16 1/4
Horse.....	15 @ 15 1/4
Yellow.....	15 1/2 @ 16
Brown.....	13 1/2 @ 14 1/4
Glycerine, C. P.....	62 @ 63
Glycerine, dynamite.....	61 @ 62
Glycerine, crude soap.....	42 @ 43
Glycerine, candle.....	47 @ 48

COTTONSEED OILS.

P. S. Y., loose, Chicago.....	20
P. S. Y., soap grade, f. o. b. Texas.....	19 1/4 @ 19 1/2
Soap stock, bbls., concn., 62 @ 65 f. a. Tex.....	8 1/4
Soap stock, loose, reg., 5% f. a. Tex.....	5 @ 5 1/4

COOPERAGE.

Ash pork barrels, black iron hoops.....	2.05 @ 2.10
Oak pork barrels, black iron hoops.....	2.15 @ 2.20
Ash pork barrels, galv. iron hoops.....	2.25 @ 2.30
Red oak lard tierces.....	3.10 @ 3.15
White oak lard tierces.....	3.25 @ 3.30
White oak ham tierces.....	4.00

CURING MATERIALS.

Refined saltpetre, granulated.....	31
Double Refined nitrate of soda, gran., f. o. b. N. Y. & S. F.....	6 1/4
Double refined nitrate of soda, crystals.....	6 1/4
Sugar.....	—
White, clarified.....	—
Yellow, clarified.....	—
Plantation, granulated.....	—
F. o. b. Chicago.	
Salt.....	—
Ashton, in sacks, 224 lbs.....	3.50
Ashton, car lots, per sack.....	3.35
English packing, T. H. & Co., car lots, per sack.....	—
English packing, Cheabire, car lots, per sack.....	—
English packing, pure dried, vacuum, per sack.....	—
English packing, Liverpool ground alum, per sack.....	—
Michigan, granulated, car lots, per ton.....	8.75
Michigan, medium car lots, per ton.....	9.70

Prices f. o. b. Chicago.

*Stocks exhausted.

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS

Relics of a Day That Is Gone In Butcherdom

By a Veteran Retailer.

(Concluded from last week.)

These Things Are of the Past.

All these things are of the past, however, as the present-day merchant and business man is of a vastly different type. He takes a keen pride in his honesty, and does business as it should be done.

The butcher shop of today is not a meat shop, but a market that is up to date, with nice fixtures that are easily kept clean, counter cases where meat is not exposed to air, flies or inquisitive fingers, clean windows with attractive displays, and honest, courteous and clean bosses and journeymen, who vie with each other to make a good impression on the customer.

Such a thing as cheating on the scales is almost unheard of among the shop-keepers of today, and the employees, having this kind of an example constantly before them, naturally do business the same way when they start out for themselves. They are properly trained, and the worth-while man, never forgets his business training.

Once in a while a Smart Alec tries to get rich quick. That kind is usually finished before he gets fairly started. This is a well-known fact in the trade, because today the man who sells meat must not only be a butcher. He must be a skilful cutter and a good mathematician first of all.

The Butcher of Today.

He must be a good business man, sober and industrious. He must be able to handle and lead his employees and be respected by them. He must be a good financier, or he cannot do business on credit, and that applies even more to the buying than to the selling end. He must be as courteous to a child as to the lady who comes to market in her limousine. He must be tactful enough to refuse a customer credit and make a satisfied cash customer out of her. And he must always leave them smiling when they say good-bye.

Most of the successful business men of today have all these necessary qualifications. If they did not, they would not be successful.

The butcher of today is a far different proposition from many of the butchers of twenty years ago. The latter bought cheap and sold cheap; they cut any old way, and they all made a living, good, bad or indifferent. Today they must make more than a living.

Where journeymen butchers' wages then were from \$12 to \$16 a week, today they receive salaries of from \$18 to \$28. Order and wagon boys are drawing as much as full-fledged butchers used to get. Even the cashiers are paid from 50 to 75 per cent. more. Rents, materials and supplies of all kinds cost double and triple what they used to cost.

And meats of all kinds are so costly, as

everybody knows, that as was said before, a man must be a real business man or he cannot remain in business very long. He must have brains enough to use his brains, otherwise he's worth to himself about \$2 a day, from his neck down.

L. A.

SHOULD NOT WASH EGGS.

Retailers receiving eggs they expect to keep on hand any length of time should not wash them, even if they are dirty. The dirt is wholly on the outside, and only affects the appearance of the egg. The shell of an egg contains a gelatinous substance which prevents air and germs from entering the eggs. Washing destroys this substance.

Many customers will not buy soiled eggs, but it is desirable that the retailer should explain these facts to his patrons. The public has been trained to demand and buy clean eggs. It should be remembered that dirty eggs, while not pleasing to the eye, are often the better. According to the Department of Agriculture, more than five million eggs spoil unnecessarily in cold storage every year because they have been washed or have in some way become wet before being sent to market.

SUNDAY CLOSING IN ST. LOUIS.

Following the recent request of the Food Administration that all food stores close at 8 o'clock at night, except Saturday, and all day Sunday, St. Louis butchers and grocers determined to see that this was done, especially on Sunday. There has been some difficulty in bringing about general Sunday closing there among all classes of dealers. The first Sunday's results were good, according to reports, but four violations being reported in all the trades mentioned. Orthodox Hebrew dealers are to be permitted to keep open until 11 a. m. on Sunday, but no deliveries will be permitted after that hour, and no new trade can be solicited on Sunday.

LOCAL AND PERSONAL.

Arthur Mitchell will open a meat market at Poplar Grove, Illinois.

The Rodiger Meat Market at Chippewa Falls, Wis., has been purchased by Edward Mitchell.

Albert Karlsen sold his meat business in Iona, Minn., to Nickolas Hoffman.

G. Anderson has been succeeded in the meat business at Greenbush, Minn., by Andrew Bennes.

A meat market has been opened at Custer City, So. Dak., by Alden Trimble and Frank McLaughlin.

F. I. Adreon has purchased the meat business of S. F. Little in Rippey, Iowa.

F. M. Smith & Co. have sold their grocery and meat market in Trout Lake, Mich., to Wheeler & Martin.

Edwin Cook, a retired meat dealer, died at his home, 1173 Social street, Woonsocket, R. I., at the age of seventy years.

Edward Shroyer, manager of the Moran Meat Market in Lincoln, Iowa, has gone to Peoria, Ill., to take charge of one of the Moran markets.

Charles Dezotell, who conducted a meat market for a number of years, died at his home on North Main street, West Carthage, N. Y., at the age of 71 years. Mr. Dezotell was born in Denmark and is survived by his widow and two daughters.

Oscar Hoar has purchased the meat and grocery market in Osborne, Kansas, which he recently sold.

W. H. Dussell, the meat dealer, will build a garage in the rear of his shop at Mauston, Wis.

The Gilder meat market, Twodot, Mont., has been destroyed by fire.

A. E. Rolland has discontinued his restaurant and installed a stock of groceries in connection with his meat market at Palace, Kans.

Joseph Sellers has opened a meat market in Guthrie Center, Iowa.

A meat market has been opened in Loten, No. Dak., by J. E. Nelson.

Mrs. J. N. White opened a meat market in Rhinelander, Wis.

I. C. Irwin has purchased C. A. Benson's meat market in Sherman, So. Dak.

O. M. Cummings' meat market in Vergas, Minn., has been destroyed by fire.

E. Hellen sold his meat market in Ulen, Minn., to Ole Erickson.

Gustavson & Fureby have disposed of their meat business in Barnesville, Minn., to John McGrath.

F. H. Roberts has taken over the meat market in Hamburg, Iowa, formerly conducted by W. H. Sase.

A voluntary petition in bankruptcy has been filed by Ichabod S. Williams, a meat and grocery dealer in Franklin, N. H. Liabilities, \$7,283.05, and assets, \$2,270.

The meat market at Somerset, Pa., conducted by Horner & Bingner has been destroyed by fire with a loss of \$2,000.

Benjamin Bowers has purchased the interest of R. Sims in the meat market at Melrose, Wis.

Edward J. Hoffman, a retail meat dealer, 1325 Vine street, Cincinnati, Ohio, has filed a petition in bankruptcy with liabilities of \$2,955.38 and assets of \$331.08.

New improvements are being made in the Badger Meat Market, Merrill, Wis.

The City Meat Market has moved into its new location on Third street, Middletown, Ohio.

Gustavus Hine, 518-520 Washington avenue, Bay City, Mich., in the wholesale and retail meat business for over fifty years, will retire.

Harry N. Hall has disposed of his interest in the Golden Rule Meat Market, Ashland, Neb., and will enter the United States service.

W. S. Bales has disposed of his interest in the Eureka Meat Market, Madison, Kans., to his partner, W. S. Karnes.

C. L. Schyler has purchased the butcher shop of James A. Buckles in Hazelton, Kans.

The Ballard meat market, Cle Elum, Wash., has been damaged by fire to the extent of \$1,000.

E. R. Crow has disposed of his meat and grocery business, Long Beach, Cal., to Boedeker & Anderson.

H. Lackey, of Vicksburg, has purchased the butcher shop of W. F. Nolley at Schoolcraft, Mich.

Charles H. John has purchased the meat market of Magnus Frederickson in Northport, Mich., who has been called to the colors.

Skalicky's Market, at 224 North Main street, has been consolidated with the White Star Meat Market at 10 North Main street, Tulsa, Okla., under the latter name and the management of B. J. Skalicky.

Schwen Bros. have disposed of their City Meat Market, Geary, Okla., to Ballew Brothers.

Blair & Eaton have disposed of their butcher shop in Coldwater, Kans., and will devote their attention to other lines.

W. E. Taylor has sold his meat market in Manchester, Kansas, to C. L. Reed.

D. A. Cates has purchased the meat market in Beaver, Okla., from J. W. Cayler.

Charles Agner has sold the meat market in Moran, Kansas, to G. W. Welch and George Anderson.

M. A. Strobe, proprietor of the Economy Grocery & Meat Market in Hartshorne, Okla., has sold his stock to the Simon Market & Grocery Co., and will retire from business.

The Newland Meat Market in Hoxie, Kans., has been purchased by Joseph Hill.

George Meister, who was probably the oldest pork butcher in Baltimore, Md., died at his

home, 2313 Pennsylvania avenue, at the age of 87 years.

FOR SALE.

Trustees for creditors will sell at great sacrifice packing house formerly occupied by C. F. Schae & Company, 172 East 113th Street, Manhattan Borough, New York City, including machinery and fixtures, ice machine, and all other personal property necessary to such business. Premises open for inspection. For particulars address Trustees, John J. Muth, ft. W. 40th St., N. Y. City, John W. Mannion, 15 Exchange Place, Jersey City, N. J., Elfers & Abberly, attorneys for trustees, 277 Broadway, Manhattan Borough, New York City.



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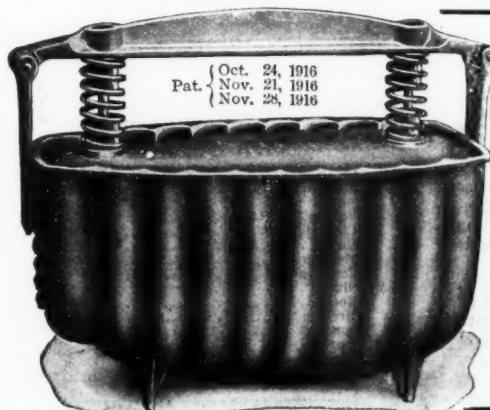
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Pat. { Oct. 24, 1916
Nov. 21, 1916
Nov. 28, 1916

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produces a cordless ham of perfect shape with centre cut from the beginning, of higher flavor and more nutritious qualities. It reduces shrinkage in boiling up to 10%. Can be handled by any hand.

Ham Boiler Corporation
640 Morris Park Ave.
NEW YORK

New York Section

G. F. Swift, Jr., vice president of Swift & Company, was in New York during the past week.

B. H. Blocksom, of Wilson & Company's curled hair department at Chicago, was in New York this week.

R. B. Neff, assistant to General Manager G. J. Edwards, of Swift & Company, New York, was in Chicago during the week.

N. Rosenberg, small stock inspector for Wilson and Company in New York, has answered the call of his country and is now at Camp Upton.

Vice President M. Heyman, of Morris & Company, was in New York last week, and Vice President C. M. Macfarlane was a caller here this week.

Swift & Company's sales of beef in New York City for the week ending July 6, 1918, averaged as follows: Domestic beef, 19.69 cents per pound.

I. A. Newman, head of Morris & Company's credit department, and P. J. Lacey, manager of the branch house department, visited New York during the last week.

F. A. Fowler, head of Swift & Company's branch house department, was in New York this week. G. H. McDonald of the branch house accounting department, was also a visitor.

The firm of George J. Frank has been incorporated to do a meat business at No. 231 West 135th street, with a capital of \$5,000. The incorporators are G. J. and S. J. Frank and G. I. Levy.

Stephen Binder, a butcher at No. 223 Ralph avenue, Brooklyn, was sent to the federal prison at Atlanta this week to serve ten years' imprisonment on a charge of writing a seditious book called "Light and Truth."

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending July 6, 1918, by the New York City Department of Health: Meat* Manhattan, 20,614 lbs.; Brooklyn, 559 lbs.; Total, 21,173 lbs. Fish—Manhattan, 5,650 lbs. Poultry and Game—Manhattan, 177 lbs.

*Includes horse meat.

A suit over \$760,900 worth of pork was filed in the Supreme Court last week by the Equitable Trust Company against the Banca di Roma of Italy. The complaint alleged that the defendant requested the plaintiff to make payment to a packing concern of the amount stated under a contract to purchase pork, and that the defendant has since failed to reimburse the plaintiff.

F. E. Allen, manager of the Melbourne plant of J. C. Hutton Pty., Limited, the leading pork packers of Australia, is visiting New York on a tour of the United States and Canada, accompanied by his daughter. Mr. Allen has been in the pork packing business in Australia for over 40 years, and is a recognized authority in this field. He is finding much to interest him in American methods and machinery.

The War Department has taken control of the big ten-story plant of the Merchants Refrigerating Company, at 10th avenue and 16th street, Manhattan, for war purposes. The plant is regarded as one of the largest and most modern in the country. The Quar-

termaster's Department has taken a lease on the plant and has received permission to lay a railroad spur from the tracks of the New York Central in 10th avenue into the building. The building faces the pier of the Atlantic Transport Line, and along that stretch of the waterfront and within a few blocks of the property are the piers of the Red Star Line, White Star Line, American Line, Anchor Line and the landing places of other big steamship companies.

BUTCHERS TO TEST ICE CONTROL.

Retail butchers of Greater New York are determined to carry their fight to a finish on the question of ice prices. Under present conditions their contracts with ice dealers are not observed, and they are charged an increased price by direction of the state ice controller.

Suits to test the constitutionality of the regulations laid down by Ice Controller B. B. Odell, as well as the constitutionality of the law creating his office, have been started in Brooklyn and Manhattan. The Master Butchers' Association of Brooklyn, of which Charles Grismer is president, is chiefly responsible for the actions.

The suit instituted in Brooklyn has been filed in the Municipal Court, and Emanuel Celler, of the firm of Celler & Kraushaar,

counsel for the butchers, has taken steps to agree on a state of facts with opposing counsel so that the case may be taken at once to the Appellate Division.

The action in Brooklyn is against the Greater New York Ice Company, and the plaintiff of title is Samuel Herz. He charges breach of contract. The answer that has been made is that default in the contract was compelled by the Odell order, which therefore brings up the question of constitutionality.

Herz had a contract with the ice company defendant to supply him with ice from April 1, 1917, to March 31, 1919, at 20 cents a hundredweight. Because of the Odell order he is paying 40 cents a hundred. He asks \$500 from the ice company for the contract breach. The action in New York is of a similar nature, and has been brought against the Burns Bros. Ice Corporation.

It is the opinion of counsel for the butchers that Chapter 81 of the laws of 1918, under which former Governor Odell is operating, is unconstitutional, both from the Federal and the State viewpoint, because it delegates to a ministerial officer legislative power, without check or guidance, and authorizes him to violate the obligation of contract.

WESTERN DRESSED MEAT PRICES AT EASTERN MARKETS.

Wholesale prices of Western dressed beef, lamb and mutton at leading Eastern markets on representative market days this week are reported as follows by the Office of Markets of the U. S. Department of Agriculture:

MONDAY, JULY 8, 1918.

Fresh beef, Western dressed:				
Steers:				
Choice	\$25.00@25.00	\$24.00@25.00	\$26.00@27.00	\$24.00@25.00
Good	24.50@25.00	23.00@24.00	25.00@25.50	24.00@25.00
Medium	21.50@23.00	21.00@22.00	22.00@23.00	21.00@23.00
Common	16.00@18.00	17.00@20.00	20.00@21.00	17.00@21.00
Cows:				
Good	19.50@20.00	19.00@20.00	17.00@18.00	20.00@21.00
Medium	16.50@17.50	17.00@19.00	16.00@17.00	18.00@20.00
Common	15.00@16.00	15.00@17.00	14.00@15.00	16.00@18.00
Bulls:				
Good	14.50@15.00	17.00@18.00	17.00@18.00	14.50@15.00
Medium	14.00@14.50	15.00@16.00	15.00@16.00	14.00@14.50
Common	14.00@14.50	14.00@15.00	15.00@16.00	14.00@14.50
Fresh lamb and mutton, Western dressed:				
Lamb:				
Spring	29.00@30.00	25.00@26.00	30.00@31.00	32.00@33.00
Choice	28.00@29.00	24.50@25.00	30.00@31.00	31.00@32.00
Good	27.00@28.00	23.00@24.00	28.00@29.00	29.00@30.00
Medium	26.00@27.00	22.00@23.00	26.00@27.00	28.00@29.00
Common	25.00@26.00	20.00@21.00	25.00@26.00	25.00@26.00
Yearlings:				
Good	23.00@24.00	23.00@24.00	23.00@24.00	23.00@24.00
Medium	22.00@23.00	22.00@23.00	22.00@23.00	22.00@23.00
Mutton:				
Good	24.00@25.00	23.00@24.00	23.00@24.00	25.00@26.00
Medium	23.50@24.00	22.50@23.50	21.00@22.00	21.00@22.00
Common	18.00@22.00	18.00@22.00	20.00@21.00	20.00@21.00

WEDNESDAY, JULY 10, 1918.

Fresh beef, Western dressed:				
Steers:				
Choice	25.50@	25.00@26.00	26.00@	24.50@25.00
Good	25.00@25.50	23.50@24.50	25.00@25.50	24.50@25.00
Medium	22.00@23.00	21.00@22.00	21.00@22.00	21.00@22.00
Common	16.00@18.00	17.00@20.00	15.00@20.00	17.00@21.00
Cows:				
Good	20.00@21.00	19.00@20.00	17.00@18.00	20.00@
Medium	17.00@18.00	17.00@19.00	15.00@16.00	18.00@20.00
Common	15.00@16.00	15.00@17.00	14.00@14.50	16.00@18.00
Bulls:				
Good	15.50@16.50	17.00@18.00	17.00@18.00	15.50@16.50
Medium	15.00@15.50	15.00@16.00	17.00@18.00	15.00@15.50
Common	14.00@15.00	14.00@15.00	14.00@15.00	14.00@15.00
Fresh lamb and mutton, Western dressed:				
Lamb:				
Spring	28.00@29.00	27.00@28.00	28.00@30.00	28.00@31.00
Choice	27.00@28.00	25.00@26.00	28.00@30.00	26.00@28.00
Good	25.00@26.00	23.00@24.50	26.00@27.00	24.00@26.00
Medium	24.00@25.00	22.00@23.00	23.00@25.00	20.00@24.00
Common	20.00@22.00	21.00@22.00	20.00@22.00	20.00@22.00
Yearlings:				
Good	21.00@22.00	21.00@22.00	21.00@22.00	21.00@22.00
Medium	19.00@21.00	19.00@21.00	19.00@21.00	19.00@21.00
Common	12.00@15.00	12.00@15.00	12.00@15.00	12.00@15.00
Mutton:				
Good	23.00@24.00	23.00@24.00	22.00@	23.00@24.00
Medium	23.00@24.00	22.00@23.00	20.00@21.00	20.00@21.00
Common	18.00@22.00	18.00@22.00	18.00@20.00	18.00@20.00

Lamb prices "pluck in" at New York City and Philadelphia. All other lamb and mutton prices "pluck out."

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to get out of order
to wear out

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And besides there are no sediments that have
to be removed.

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Plain, Printed and Lithographed.
They attract attention everywhere.

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BUENOS AIRES, Calle San Martin 291

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers	\$14.00@17.50
Oxen	—@—
Bulls, common to fair	8.00@10.50
Cows, common to choice	5.00@13.25

LIVE CALVES.

Live veals, fair to prime	\$18.00@19.00
Live calves, grassers	10.00@10.50
Live calves, yearlings	—@—
Live calves, culls, per 100 lbs.	12.00@14.00

LIVE SHEEP AND LAMBS.

Live lambs, fair to prime	\$19.50@20.50
Live lambs, yearlings	@14.00
Live sheep, poor to fair ewes	10.00@12.00
Live sheep, culls	@ 8.00

LIVE HOGS.

Hogs, heavy	@17.75
Hogs, medium	@18.25
Hogs, 140 lbs.	@18.25
Pigs	@18.25
Roughs	@15.75

DRESSED BEEF.

CITY DRESSED.

Choice native heavy	@27
Choice native light	@26½
Native, common to fair	@25 @26

WESTERN DRESSED BEEF.

Choice native heavy	@26½
Choice native light	@26½
Native, common to fair	@25½
Choice Western, heavy	@24
Choice Western, light	@23
Common to fair Texas	@21 @22
Good to choice helpers	@25½ @26
Common to fair helpers	@22½ @23
Choice cows	@23 @24
Common to fair cows	@20 @21
Fresh Bologna bulls	@17 @18

BEEF CUTS.

	Western.	City.
No. 1 ribs	28 @29	@30
No. 2 ribs	24 @26	@28
No. 3 ribs	20 @22	26 @27
No. 1 loins	28 @30	@30
No. 2 loins	24 @26	@28
No. 3 loins	20 @23	@26
No. 1 hinds and ribs	28 @29	28 @29
No. 2 hinds and ribs	27 @28	27 @27½
No. 3 hinds and ribs	26 @27	25½ @26½
No. 1 rounds	25 @28	@29
No. 2 rounds	23 @26	@28
No. 3 rounds	20 @24	@27
No. 1 chuck	24 @25	@26½
No. 2 chuck	21 @23	@25½
No. 3 chuck	16 @20	@25

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	@26
Veals, country dressed, per lb.	@25
Western, calves, choice	@25
Western, calves, fair to good	@22
Grassers and buttermilks	@20

DRESSED HOGS.

Hogs, heavy	@25½
Hogs, 180 lbs.	@25½
Hogs, 160 lbs.	@25½
Hogs, 140 lbs.	@26½
Pigs	@26½

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	@30
Lambs, choice	@28
Lambs, good	@26
Lambs, medium to good	@25
Sheep, choice	@24
Sheep, medium to good	@22
Sheep, culls	@20

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.	@32½
Smoked hams, 12 to 14 lbs. avg.	@31½
Smoked hams, 14 to 16 lbs. avg.	@31
Smoked picnic, light	@25
Smoked picnic, heavy	@24
Smoked shoulders	@25

Smoked beef tongue, per lb.	28 @30
Smoked bacon (rib in)	@35
Dried beef sets	@35
Pickled bellies, heavy	@34

FRESH PORK CUTS.

Fresh pork loins, city	@34
Fresh pork loins, Western	@32
Frozen pork loins	27 @31
Fresh pork tenderloins	@37
Frozen pork tenderloins	@36
Shoulders, city	@26
Shoulders, Western	@23
Butts, regular	@24
Butts, boneless	@27
Fresh hams, city	@31
Fresh hams, Western	@29
Fresh picnic hams	@23

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	\$5.00@ 87.50
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	75.00@ 77.50
Black hoofs, per ton	75.00@ 85.00
Striped hoofs, per ton	75.00@ 85.00
White hoofs, per ton	85.00@ 90.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.	@160.00
Horns, avg. 7½ oz. and over, No. 1's	225.00@240.00
Horns, avg. 7½ oz. and over, No. 2's	150.00@175.00
Horns, avg. 7½ oz. and over, No. 3's	100.00@125.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.	@23c.	a pound
Fresh steer tongues, untrimmed.	@20c.	a pound
Fresh cow tongues	@16c.	a pound
Calves' heads, scalded	@65c.	apiece
Sweetbreads, veal	@100c.	a pair
Sweetbreads, beef	@40c.	a pound
Calves' livers	@30c.	a pound
Beef kidneys	@20c.	a pound
Mutton kidneys	@5c.	each
Livers, beef	@20c.	a pound
Oxtails	@16c.	a pound
Hearts, beef	@14c.	a pound
Rolls, beef	@28c.	a pound
Tenderloin beef, Western	@35c.	a pound
Lambs' fries	@12c.	a pair
Extra lean pork trimmings	@19c.	a pound

BUTCHERS' FAT.

Ordinary shop fat	7½ @ 8½
Short, fresh and heavy	@13½
Shop bones, per cwt.	25 @35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	•
Sheep, imp., medium wide, per bundle	•
Sheep, imp., medium, per bundle	•
Sheep, imp., narrow, per bundle	•
Hog, free of salt, tcn. or bbls., per lb., f. o. b. New York	@95
Hog, extra narrow, selected, per lb.	@—
Hog middles	@20
Hog bungs	@—
Beef rounds, domestic, per set, f. o. b. New York	@14
Beef rounds, export, per set, f. o. b. New York	@18
Beef bungs, piece, f. o. b. New York	@14
Beef middles, per set, f. o. b. New York	@26
Beef weasands, No. 1s, each	@ 8½
Beef weasands, No. 2s, each	@ 4
Beef bladders small, per doz.	@95

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

	Whole.	Ground.
Pepper, Sing., white	35	37
Pepper, Sing., black	30	32
Pepper, Penang, white	—	—
Pepper, red	20	23
Allspice	8½	10½
Cinnamon	28	32
Coriander	17	19
Cloves	50	55
Ginger	23	26
Mace	56	60

CURING MATERIALS.

Refined saltpetre, granulated, bbls.	@26
Refined saltpetre, crystals, bbls.	@30
Double refined nitrate of soda, gran., f.o.b. N. Y. & S. F.	@ 6¼
Double refined nitrate of soda, crystals.	@ 6¾

GREEN CALFSKINS.

No. 1 skins	@ .57
No. 2 skins	@ .55
No. 3 skins	@ .32
Branded skins	@ .37
Ticky skins	@ .37
No. 1 B. M. skins	@ .55
No. 2 B. M. skins	@ .53
No. 1, 9½-12½ lbs.	@5.50
No. 2, 9½-12½ lbs.	@5.30
No. 1 B. M., 9½-12½ lbs.	@5.50
No. 2 B. M., 9½-12½ lbs.	@5.10
Branded skins, 9½-12½ lbs.	@4.00
Ticky skins, 9½-12½ lbs.	@4.00

No. 1, 12½-14 lbs.	@6.00
No. 2, 12½-14 lbs.	@5.75
No. 1 B. M., 12½-14 lbs.	@5.75
No. 2 B. M., 12½-14 lbs.	@5.50
No. 1 kips, 14-18 lbs.	@6.25
No. 2 kips, 14-18 lbs.	@6.00
No. 1 B. M., 14-18 lbs.	@6.00
No. 2 B. M., 14-18 lbs.	@5.75
No. 1 heavy kips, 18 lbs. and over	@6.75
No. 2 heavy kips, 18 lbs. and over	@6.50
Branded kips	@5.00
Heavy branded kips	@5.75
Ticky kips	@5.00
Heavy ticky kips	@5.25

DRESSED POULTRY.

FRESH CHICKENS.

Broilers—Fresh dry-packed, 12 to box—	
Western, milk-fed, 10 to 15 lbs. to doz., per lb.	50 @52
Western, milk-fed, 18 to 24 lbs. to doz., per lb.	48 @50
Western, corn-fed, 10 to 15 lbs. to doz., per lb.	45 @46
Western, corn-fed, 18 to 24 lbs. to doz., per lb.	43 @45
Broilers—Fresh, feed, barrels—	
Western, milk-fed, 2 to 2½ lbs. per pair, per lb.	46 @48
Western, milk-fed, 3 to 4 lbs. to pair, per lb.	45 @47
Western, corn-fed, 2 to 2½ lbs. to pair, per lb.	43 @45
Western, corn-fed, 3 to 4 lbs. to pair, per lb.	42 @44
Virginia, milk-fed, 3 to 4 lbs. to pair, per lb.	55 @55
Phila. and L. I., fancy, 3 to 4 lbs. pair, per lb.	65 @65
Phila. and L. I., 2 to 2½ lbs. to pair, per lb.	90 @1.10

Other Poultry—

Squabs, prime, white, 10 lbs. to doz., per doz.	@ 8.00
Spring ducklings, Long Island, per lb.	@35

Fowls—Fresh—Boxes—Dry-packed

Western, 57 lbs. and over to dozen	@35½
Western, 48 to 56 lbs. to dozen	@35½
Western, 43 to 47 lbs. to dozen	@34½
Western, 36 to 42 lbs. to dozen	@33½
Western, 30 to 35 lbs. to dozen	@32½
Western, under 30 lbs. to dozen	@31½

Fowls—Fresh—dry packed—barrels

W'n dry picked, 5 lbs. and over	@34½
Southwestern dry-picked, 3 to 4 lbs. each	@34

Fowls—Fresh, barrels, feed—

Dry-picked, prime, 5 lbs. and over	@33½
Scalded, prime, mixed weights	@33½

Old Cocks—Fresh—Ice packed—Barrels

Dry picked No. 1	@26½
Scalded	@26

Turkeys—Frozen—

Fancy, young toms, per lb.	@40
Fancy, young hens, per lb.	@39
Fair to good, mixed hens and toms, pr lb.	@38

LIVE POULTRY.

Broilers, via express, per lb.	@42
Young roosters, nearly	@—
Fowls	@36
Roosters, old	@25
Turkeys	@28
Geese	@20
Ducklings, L. I.	@36

BUTTER.

Creamery, extra (92 score)	.44@45
Creamery, higher (scoring lots)	.45½@46
Creamery, firsts	.43 @44½
Process, extras	.39 @39½
Process, firsts	.37½ @38½

EGGS.

Fresh gathered, extras	@45
Fresh gathered, extra firsts	@44
Fresh gathered, firsts	.41 @43
Fresh gathered, seconds	.35 @40
Fresh checks, good to choice	.32 @33

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton	@38.00
Bone meal, raw, per ton	@42.00
Dried blood, high grade	@ 6.80
Nitrate of soda—spot	@ 5.00
Bone black, discard, sugar house del. New York	nom. 40.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia	6.85 and 10.
Garbage tankage	@10.50
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore	@—
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime	@—
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	@—
Sulphate ammonia, for shipment, per 100 lbs., guar., 25%	@ 7.75
Sulphate ammonia, per 100 lbs. spot guar., 25%	@ 7.75

